



EUROPEAN GLIDING UNION

## EGU Workshop

on

Marketing, Club Development, Recruiting and Keeping  
Members

Amsterdam, Feb 24<sup>th</sup> 2012

# Programme

0900-0915	Opening of the workshop	Patrick Pauwels, President EGU
0915-1000	IGC Membership Survey	Alexander Georgas, IGC Country Development WG
1000-1030	From a Glorious Past to a Glorious Future	Claus Nedergard-Jacobsen, Denmark
<b>1030-1100</b>	<b>Coffee</b>	
1100-1130	Gliding is the Answer - But What is the Question?	Claus Nedergard-Jacobsen, Denmark
1130-1200	Short summary of the situation in The Netherlands	Bart Pelt , Head of Gliding Department, the Netherlands
1200-1230	Experiences in Finland on GPL and TMG theory distance learning system over web	Sakari Kuosmanen, Managing Director, The Finnish Air Sports Institute Ltd, Finland
<b>1230-1400</b>	<b>Lunch</b>	
1400-1430	A Wonderful Gliding Day in 2025 - A Workshop Exercise	Claus Nedergard-Jacobsen, Denmark
1430-1500	The Story of Valde who reinvented Gliding - A Story- Telling exercise	Claus Nedergard-Jacobsen, Denmark
1500-1600	How can we best work together on development issues – including addressing reducing participation - for the long term good of gliding in Europe?	Alison Randle and Pete Stratten, British Gliding Association
<b>1600-1630</b>	<b>Coffee</b>	
1630-1700	Discussion and conclusions. How do we proceed?	Robert Danewid
1700-1715	Closing of the workshop	Patrick Pauwels, President EGU

There should be ca 10 minutes for questions/discussions after all presentations