The Leadership Institute trains the entire conservative movement

The conservative movement is stronger when each organization focuses on doing one job well. Some organizations teach conservative philosophy. Some advocate policy. Some fight bad laws.

But did you know your support to the Leadership Institute trains them all?

The Leadership Institute’s unique mission is to find conservatives who support limited government, free markets, strong national defense, and traditional values — and train them to be effective leaders in organizations that advance conservative principles in America.

More than 40 unique types of training schools to create leaders

The Leadership Institute has no conservative rivals — only allies. The Institute provides all conservative and pro-liberty organizations with access to more than 40 types of unique, cutting-edge training schools to succeed in the fight against the left.

Want to grow your student group on a college campus? The Institute will help you. Want to run a political campaign? LI has training just for that. Want to learn how to speak effectively in TV interviews? Come train at LI’s studios.

As you read this newsletter, you’ll hear from leaders of prominent conservative groups, including Tom Fitton of Judicial Watch, Mark Mix of National Right to Work Committee, Grover Norquist of Americans for Tax Reform, and Tim Phillips of Americans for Prosperity.

These leaders will tell you they got their start in the conservative movement through the Leadership Institute. To make the organizations they now lead more effective, they send their staffs to LI for training. You’d be hard-pressed to find a conservative organization or major campaign that doesn’t have an LI graduate on-board.

Thank you

There aren’t many sound investments in life, but the Institute gives you the best “bang for your buck” for your donation.

Please accept this newsletter not only as a report of the dividends you’ve earned from your investment, but also as my thanks to you. By supporting the Leadership Institute, you actually help the entire conservative movement. Thank you.

Cordially,

Morton Blackwell
President, Leadership Institute

Students from the conservative Christian organization TeenPact — Rachel Jones, Tanner Henvey, Benjamin Sullivan, Jeremiah Fitzpatrick, and Mary Kim — take campaign training at the Leadership Institute to prepare for political activism. The Leadership Institute grows the entire conservative movement by training members of numerous conservative organizations with the skills to advance constitutional principles.

“I aim to build a movement, not an empire.”

MORTON BLACKWELL
Dear Fellow Conservative,

I’m a donor to the Leadership Institute.

If you’re like me, you get inundated with dozens upon dozens of requests every year to support conservative organizations. I know many of them do great work. But it’s impossible for me to investigate every single one to see which groups do what they say they do, and which ones fall short.

That’s why my top organization is the Leadership Institute. I trust Morton Blackwell. And helping the Institute helps every other conservative organization.

I know when I give my money to LI, all worthwhile conservative organizations benefit.

You can see proof of that on these pages. These leaders were trained by the Leadership Institute or have recruited Institute-trained staff, volunteers, and students to their organizations. Your support has grown the conservative movement and helped these leaders advance conservative principles in their unique ways.

The next time you get a letter from the Leadership Institute, remember that your support to LI helps the entire conservative movement. Your one donation to the Institute in turn helps hundreds of conservative organizations benefit from LI’s training programs.

Sincerely,

Larry Provost
College Park, MD
Leadership Institute donor

**TIM PHILLIPS**
**AMERICANS FOR PROSPERITY**

“There are many reasons I’m thankful for Morton Blackwell and the Leadership Institute. I meet their graduates all over the country. They’re the grassroots activists of America. They’re the people who are organizing locally. They’re the people who are helping us beat the left right now. We’re winning with the American people, and that’s something that LI has a crucial role in.”

**PETER MARTIN**
**TEENPACT**

“The Leadership Institute has helped TeenPact in many ways. They have trained our staff, and they are always there to lend a hand and help us grow. I have personally benefited from their training. They host our annual Back to DC event and teach our students how to navigate politics. For twenty years, they have given our students practical training to defend their Christian faith and successfully engage the culture.”
What the Leadership Institute does is so important to the American cause, not just the conservative cause. The Leadership Institute, by what it does in colleges with youth around the country, is critically important.

I got my start at the Leadership Institute. I’m one of the thousands trained here. I’m proud to have the Leadership Institute as part of my background.

Undergraduates who have been through Leadership Institute training make especially valuable and successful ISI student leaders. I look forward to sending our program officers down to participate in LI’s training.

Morton gave me my first job in the conservative movement. I would encourage anyone interested in politics to learn how to be effective through his Leadership Institute training. At Judicial Watch, we all the time run into folks who have been trained by the Leadership Institute and want to work here because of the Leadership Institute’s job placement activities.

If it wasn’t for the Leadership Institute, I would not be where I am today. From my days as a Leadership Institute student, to my work now as a member of the faculty at LI training schools, the Leadership Institute has made me more effective. And National Right to Work continues to reap benefits from our employees who are talented Leadership Institute alumni.

“I certainly recommend all my younger staff attend the Leadership Institute. I’ve known Morton Blackwell as long as I’ve been in Washington, D.C. Morton helps arm and train people with all the best information to make them the most effective advocates of principles.”
Promote, protect, and preserve America as a beacon of liberty

“My dad came home from World War II an Eisenhower Republican,” said Leadership Institute donor Patrick “Rick’ Calhoun, Jr. “He and several others got together and reshaped the Republican Party in the state of Arkansas as we know it today.”

Rick Calhoun has a passion for his home state of Arkansas. He graduated from John Brown University in Siloam Springs and worked his way up to become the First Vice President of Sales and Trading at Crews & Associates, Inc., an investment-banking firm in Little Rock.

Also an investor in local Arkansas politics, Mr. Calhoun took on the mantle of his father’s political legacy: “We have a responsibility to the next generation to promote, protect, and preserve those values that have made America a beacon of liberty to the rest of the world.”

To carry on this great responsibility, Mr. Calhoun looked to guide his home state toward limited government and individual responsibility — and found common cause with the Leadership Institute.

Training young conservatives for elected office

“My wife and I had the privilege of touring the Leadership Institute's facilities and were absolutely blown away by what we saw,” Calhoun said. “We felt we could make significant impact through LI to train the future leaders of this country and particularly the state of Arkansas well beyond our lifetimes.”

In 2009, they founded the Patrick Calhoun Leadership Scholarship to continue the vision Mr. Patrick Calhoun, Sr. had for the state of Arkansas. In the first year of his program, Mr. Calhoun sponsored four students to attend the Leadership Institute’s flagship Youth Leadership School to learn how to become effective leaders for conservative candidates and causes.

A spark in their eyes, fire in their hearts, and victory in their hands

When the graduates return to Arkansas, Mr. Calhoun sees a spark in their eyes. Now five years into his vision, Mr. Calhoun has sent 15 young scholars to LI’s Youth Leadership School.

“They come back home on fire for the conservative movement,” Calhoun said. “All fifteen scholars have demonstrated the same zeal.”

Shortly after their Leadership Institute training, Calhoun scholars Grant Hodges and James Sturch ran for office and won election to the Arkansas House of Representatives in November 2014.

James faced an uphill battle. He ran against a well-known and well-funded candidate in the Republican primary. But he won. Then he faced a Democratic challenger in the general election for the Democrat-held district. He won again — flipping the district with 61.2% of the vote.

“It does not boil down to money or name recognition,” said Representative Sturch, who applied the campaign techniques he learned at the Leadership Institute to secure victory. “Grassroots campaigning makes a major impact. People still like being asked for their vote. It’s the personal touch that matters.”

“James Sturch and Grant Hodges are our first fruits from what we began planting,” said Mr. Calhoun, thrilled at the success of these graduates. These two young men are the first of many who will achieve victory as conservative leaders thanks to the proven techniques taught by the Leadership Institute, and the vision and generosity of Rick and Julie Calhoun.

Creating a lasting legacy through the Leadership Institute

While Mr. Calhoun focuses on his home state of Arkansas, he recognizes he is a part of something bigger. “Morton Blackwell is a visionary and has put his vision into action by investing in America’s future through the Leadership Institute,” said Calhoun. “How could you not want to be a part of that?”

Choosing to forgo a political career of his own, Mr. Calhoun along with his wife instead invest in the future of their state and country. “To me it’s the best bargain in the world to send students to the Leadership Institute,” said Calhoun. “If we can play a small, humble role in training future leaders whose achievements will go far beyond our lifetimes, then we have accomplished what we set out to do.”

— By Kasey Bolyard
The Leadership Institute turns students into lifelong activists

College presents a unique opportunity for young conservatives. Students armed with the Leadership Institute's training change their campuses for the better. The left may operate the ballpark, but LI-trained students engage in activism to make campuses fair-and-balanced playing fields for conservatives.

Once students get a taste of victory on their campuses, they often work in the conservative movement for the rest of their lives. They've changed the face of their campuses, and they go on to change the face of their cities, states, and even America as a whole.

Student groups: strength in numbers

A conservative student is surrounded on all sides — by liberal professors, leftist administrators, and indoctrinated students.

But the Leadership Institute mounts a rescue mission for conservative students. Through years of effort, the Institute has built a unique national network of 1,581 active conservative student groups with thousands of student members. When conservative students band together into groups, they become a powerful force to change their campuses.

Leadership Institute donors help LI train students in campus chapters of the Federalist Society, Intercollegiate Studies Institute, Students for Life, Turning Point USA, Young Americans for Freedom, Young Americans for Liberty, and many more groups that promote limited government, free enterprise, traditional values, and peace through strength.

At Michigan State University, student Evan Schrage endured his professor’s vicious, in-class tirade, including, “Republicans have already raped this country.” With the help of the Leadership Institute’s training and Campus Reform’s coverage, national exposure forced the university to suspend the professor.

Training students for successful activism

To defeat the left, students must learn how to win. Across America, expert faculty in the Leadership Institute's flagship Youth Leadership School — LI's “boot camp of politics” — teach students how to:

- increase the size and effectiveness of their campus group
- organize large numbers of volunteers and voters
- host successful high-profile speaker events
- engage in campus activism to promote conservative principles
- use the media to get their message out

The Legislative Council at the University of California-Irvine voted to ban the American flag in the student government lobby. Leadership Institute campus correspondent Lauren Clark appeared on Fox News to expose this outrage. LI's coverage, combined with activism from Institute-trained students, successfully defeated the ban on the flag.

When leftists at the University of California-Irvine banned the American flag in their student government lobby, the Leadership Institute mobilized two local Young Americans for Liberty chapters to engage in activism. The Institute supplied students with flags, sign-making materials, and a plan to rally students in a protest on campus. When a re-vote on the flag ban was announced, three members of the council who supported the ban and said they would not vote to ban the flag again, defeating the proposal. Leadership Institute-trained students successfully fought and won against campus leftists.

Students hold campus leftists to account on national television

"Republicans have already raped this country.”

When campus leftists double-down on their indoctrination, using vicious, real attacks like the one above, the Leadership Institute helps students take their activism to the next level through LI's campus news watchdog, CampusReform.org.

More than 35 trained conservative students now serve as LI's special Campus Correspondents to:

- Record a professor's in-class indoctrination or other abuse
- Write and publish a factual story of the incident on LI's CampusReform.org website
- Get invited to speak on TV to expose the professor to a national audience and generate outrage
- Hold the college to account through the pressure generated from national exposure

In the first half of 2015, Institute-trained students and correspondents appeared more than 60 times on national television to expose leftist bias, abuse, and indoctrination at college.

At Michigan State University, LI-trained student Evan Schrage recorded his professor who said in class, “Republicans have already raped this country.” Thanks to his training and Campus Reform's coverage, the national exposure generated widespread outrage. This forced the university to suspend Evan's professor.

The Leadership Institute's media and activism training has launched the careers of thousands of young conservatives — who now have the skills to take on the liberals and restore conservative principles to America.

— By Mitchell Nozka
The conservative education I didn’t get in college

Boy, was I wrong about my college. I figured Shimer College, a “Great Books” school, would be a safe bet to gain a conservative education. Studying the best works of Western Civilization struck me as something leftists would be allergic to. Instead, my political science professor not only was a Green Party leftist, but she told me she had never even heard of the great William F. Buckley, Jr.

My time at college showed me in today’s political climate no one can be neutral — and I wanted to help conservatives. But how?

A fellow Minnesotan and former Leadership Institute intern told me about LI’s flagship Youth Leadership School training. I attended this school in July of 2014 and learned a great deal about political activism — from how to handle hostile media to how best to organize a college student group — and so much more that a complete list alone would fill this whole page!

A few days later, I received a graduation certificate in the mail and an offer to intern with the Leadership Institute in spring of 2015 — and I gladly accepted both.

No kidding — the best internship in Washington D.C.

At the Leadership Institute, interns are given meaningful, real-world projects that advance LI’s work and the conservative movement. In my role at LI, I made sure donors like you were credited for your donations, and they received a thank you letter (and receipt) from Morton Blackwell. Morton requires interns to take key LI trainings to shape us into powerful activists. The internship is well-rounded — a third of our time spent in training, a third in departmental duties, and a third at intern events.

The events included a visit to George Washington’s Mount Vernon Estate where I learned about the moral character and patriotic brilliance of our first president.

LI interns also have regular discussion dinners with prominent conservative leaders like Larry Pratt of Gun Owners of America, who upon learning of my Chilean descent, greatly impressed me with his knowledge of that country’s failed socialism of the 1970s.

And I’m thankful for the free housing interns receive at the Sacher Intern House, named in honor of LI benefactor Fred Sacher. That’s a reminder that everything at the Leadership Institute — from our programs down to my internship — is made possible by LI donors.

Leadership Institute donors build the conservative movement

After my internship, LI hired me to work in our Donor Communications Department. They gave me the skills to direct my energy into a useful role to help conservatives. Because you’re a Leadership Institute donor — thank you. Morton makes sure all of the staff appreciate that LI’s success is made possible only by you.

Many of my fellow LI interns have been hired by conservative organizations because they’ve gained valuable skills and experience. I’ve been in the training schools that launched the successful careers of students, activists, and leaders who are at the forefront of the battle against the left. I’m impressed when I see someone who was trained in our classrooms appear on national TV to expose a liberal professor or run a winning political campaign.

Thanks to you, the Leadership Institute helps the entire conservative movement. This organization is something special. I’m proud to be a part of it — and I’m grateful to you for making it all possible.

In liberty,

Martin Rojas
“Personnel is policy”

What held true in the Reagan Administration still holds true today. In order to advance conservative principles, leaders must hire personnel who will work enthusiastically toward that end. But enthusiasm is not enough. Although effort is admirable, achievement is valuable. Thus, conservative leaders turn to the Leadership Institute because they know they will find conservatives trained to achieve victory.

The Leadership Institute serves as the “human resources department of the conservative movement” — supplying organizations with skilled conservatives who know how to win.

Conservative job seekers and employers brought together

The Leadership Institute’s Career Services Department matches skilled, principled conservatives with effective organizations that advance conservative ideas, values, policies, and principles.

Conservative job seekers have access to the Institute’s career counseling, résumé editing, mock interview sessions, and job fairs, all at no cost to them. Applicants post résumés and employers list jobs, both free-of-charge, on LI’s ConservativeJobs.com — the largest online database of conservative jobs. More than 1,520 job seekers have used LI’s job website and found employment in the conservative movement.

Leadership Institute trains the staffs of national conservative organizations

Many conservative organizations work on a national level to make a measurable impact in the public policy process.

Leaders of these organizations call upon the Leadership Institute to prepare customized trainings to teach their employees and members the skills to achieve victory.

Over the past five years, the Institute has partnered with every national Tea Party organization to train their members in more than 70 tailor-made schools and workshops.

At LI’s headquarters in Arlington, Virginia, Career Services Coordinator Aynsley Harrison helps conservatives polish their job-seeking skills to land a position in the conservative movement.

LI has taught religious conservatives from organizations such as the Faith & Freedom Coalition, Home School Legal Defense Association, and TeenPact how to engage in grassroots activism and fight to preserve religious freedom and traditional values.

LI has trained groups from the liberty movement such as Campaign for Liberty, Koch Institute, LIBRE Initiative, and Young Americans for Liberty how to organize volunteers, identify constitutional conservative voters, and rally them to the polls.

LI prepares interns to excel in their future jobs

Leaders of the conservative movement carefully select high-potential young conservatives to serve as interns in their organizations.

To help jumpstart the interns’ conservative careers, they’ve sent more than 720 of our nation’s best and brightest to LI’s Conservative Intern Workshop. These interns come from dozens of conservative organizations, including the American Legislative Exchange Council, Cato Institute, Heritage Foundation, Mercatus Center, and National Right to Work Legal Foundation.

At LI’s Conservative Intern Workshop, interns learn how to:

- Compose standout résumés and prepare for interviews
- Make favorable first impressions
- Network professionally and personally
- Manage time and personal finances

Once trained by the Leadership Institute, interns become hot commodities — eagerly hired by conservative organizations.

“The Leadership Institute trained and mentored me,” said former Leadership Institute intern Michael Sobolik. “Had it not been for LI’s training, I doubt I would be on Senator Ted Cruz’s team today.”

Leadership Institute teaches conservatives how to win

Every effort of the Leadership Institute grows the conservative movement. From students and interns, to activists and leaders, the Leadership Institute trains every level of conservatives how to advance conservative ideas, values, policies, and principles to achieve victory.

— By Mitchell Nozka

JOB SEEKER’S GUIDE

The Leadership Institute’s Career Services Department has published a new, concise Job Seeker’s Guide — to help conservatives with the nuts-and-bolts of résumés, interviews, networking, and dressing for success. To receive a FREE copy of this guide, check the box in the envelope attached to this newsletter and send it in today.

JOB SEEKER’S GUIDE

Leadership Institute teaches conservatives how to win

Every effort of the Leadership Institute grows the conservative movement. From students and interns, to activists and leaders, the Leadership Institute trains every level of conservatives how to advance conservative ideas, values, policies, and principles to achieve victory.

— By Mitchell Nozka
“I view the Leadership Institute as one of my top organizations because the more I find out about it the more I like it. Leadership Institute-trained graduates are just the kind of people that leaders ought to be – you can trust them. When we see so many leaders that have failed, it’s good to know that LI-trained people have been the moral people. I think the future of this country depends on them.”

— RICHARD MALMER, SAN DIEGO, CA, LEADERSHIP INSTITUTE DONOR