



**Monday, December 6, 2010**

8:00 – 9:00	<b>Breakfast Conversations</b>			
9:00 – 9:30	<b>Conference Welcome and Presentation of Sheryl Blair Scholarships</b>			
9:30 – 10:45	<p><b>Keynote Speaker: Kay Sprinkel Grace</b></p> <p>Kay Sprinkel Grace, CFRE, is a San Francisco-based organizational consultant specializing in leadership of the fundraising process. She is the author of six books on fundraising topics, and is a featured speaker at conferences and meetings nationwide.</p>			
10:45 - 11:05	<b>Break / Visit Exhibitors</b>			
11:05 – 12:05	<p><b>Session 1A</b>  <b>King of the Hill</b>  <i>Mary Solomons,</i>  <i>Darnell Hines, Angie Joens &amp;</i>  <i>Maureen Donnelly</i></p>	<p><b>Session 1B</b>  <b>Receipt-a-Palooza: 10 Things You Didn't Know You Wanted to Know About Receipt Design</b>  <i>Susan Quinn</i></p>	<p><b>Session 1C</b>  <b>Making Sense of It All: Donor Relations 101</b>  <i>Nathalie Highland &amp; Andrea Orr</i></p>	<p><b>Session 1D</b>  <b>Donor Relations and Stewardship Strategies for Addressing Donor Acquisition, Retention, Alumni Giving, Volunteer Participation, and Student Engagement</b>  <i>Paige Eubanks-Barrow</i></p>
12:05 – 1:20	<b>Lunch Conversations</b>			

<p><b>1:20 – 2:20</b></p>	<p><b>Session 2A</b>  <b>From Centerstage to "Yes!":</b>  <b>How to Present with</b>  <b>Confidence and Authenticity</b>  <b>to Get the Response You</b>  <b>Desire</b>  <i>Holly Thorsen</i></p>	<p><b>Session 2B</b>  <b>"Oh The Places You'll Go!":</b>  <b>Practical Advice on the</b>  <b>Development Career Journey</b>  <i>Lynne Wester &amp; Darnell Hines</i></p>	<p><b>Session 2C</b>  <b>Help Me Help You: Persuading</b>  <b>Major Gift Officers to Let Go</b>  <i>Nathalie Highland,</i>  <i>Maureen Donnelly &amp;</i>  <i>Kathleen Hughes</i></p>	<p><b>Session 2D</b>  <b>Writing Boot Camp, Part 1</b>  <i>Debbie Meyers &amp; Diana Elvin</i></p>
<p><b>2:20 – 2:40</b></p>	<p><b>Break / Visit Exhibitors</b></p>			
<p><b>2:40 – 3:40</b></p>	<p><b>Session 3A</b>  <b>Effectively Stewarding</b>  <b>Donors Whose Endowments</b>  <b>Are Underwater</b>  <i>Keiko Weil &amp; John Carothers</i></p>	<p><b>Session 3B</b>  <b>"Raising the Bar" Together in</b>  <b>Special Events</b>  <i>Rachael Scheffler &amp; Sandi Marsh</i></p>	<p><b>Session 3C</b>  <b>Transitional Giving for Building</b>  <b>Strong Fundraising Pyramids</b>  <i>Lawrence Henze</i></p>	<p><b>Session 3D</b>  <b>Writing Boot Camp, Part 2</b>  <i>Debbie Meyers &amp; Diana Elvin</i></p>
<p><b>3:40 – 4:00</b></p>	<p><b>Break / Visit Exhibitors</b></p>			
<p><b>4:00 – 5:00</b></p>	<p><b>Session 4A</b>  <b>Putting What's Practiced on</b>  <b>Paper: Documenting</b>  <b>Stewardship and</b>  <b>Recognition Policies and</b>  <b>Procedures</b>  <i>Gina Galluppi &amp;</i>  <i>Mary Weingartner</i></p>	<p><b>Session 4B</b>  <b>Career Strategies 101: How</b>  <b>to Market Your Skills to Any</b>  <b>Organization</b>  <i>Rose Dalba, moderator, Tony Englert,</i>  <i>Karen Lewis Alexander &amp;</i>  <i>Carmen Creel</i></p>	<p><b>Session 4C</b>  <b>Selling Stewardship: Using</b>  <b>Unusual, Unorthodox, and</b>  <b>Sometimes Downright Wacky</b>  <b>Ways to Communicate the</b>  <b>Value of Stewardship to Your</b>  <b>Organization</b>  <i>Kathleen Diemer</i></p>	<p><b>Session 4D</b>  <b>Hold Tight and Don't Be Afraid</b>  <b>to Scream - Donor Relations: a</b>  <b>Fresh Perspective</b>  <i>Karen Gruner &amp; Laura Roston</i></p>
<p><b>5:30 – 6:30</b></p>	<p><b>Networking Reception</b></p>			
	<p><b>Dinner On Your Own</b>  (Dine-arounds available)</p>			



**Tuesday, December 7**

8:00 - 9:00	<b>Breakfast Conversations</b>			
9:00 - 9:30	<b>Announcements and Annual Meeting</b>			
9:30 - 10:45	<p><b>Keynote Speaker: Tom Mitchell</b></p> <p>Tom Mitchell is the Vice President for Development and Alumni Affairs at the University of Florida, leading the University's fundraising efforts. He has received recognition from the Council for the Advancement and Support of Education (CASE) for his contributions to the efforts of his university's foundation and to the field of higher education foundations.</p>			
10:45 - 11:05	<b>Break / Visit Exhibitors</b>			
11:05 - 12:05	<p><b>Session 5A</b>  <b>A Tale of Five Continents: Stewardship of International Donors</b>  <i>Carmen Ruiz</i></p>	<p><b>Session 5B</b>  <b>To Infinity and Beyond: Engaging Donors Beyond the Life of Their Gift</b>  <i>Ashleigh Manktelow</i></p>	<p><b>Session 5C</b>  <b>Donor Retention Goes Social</b>  <i>Robert Weiner, Christina Sponselli &amp; Jana Byington-Smith</i></p>	<p><b>Session 5D</b>  <b>Reporting Inside and Out</b>  <i>Carrie Collins &amp; Mark Jolly-Van Bodegraven</i></p>
12:05 - 1:20	<b>Lunch Conversations</b>			

<p><b>1:20 - 2:20</b></p>	<p><b>Session 6A</b>  <b>Donor-Centered</b>  <b>Interactive Multi-Media</b>  <b>Recognition Display</b>  <i>James Beckham &amp;</i>  <i>Tom Harney</i></p>	<p><b>Session 6B</b>  <b>Stewardship Prerequisites:</b>  <b>The GEORGE Technique</b>  <i>Mark Longo &amp;</i>  <i>Kirsten Rasmussen</i></p>	<p><b>Session 6C</b>  <b>Donor Development - Moves</b>  <b>Management and Stewardship:</b>  <b>Tracking Your Data</b>  <i>Jeff Gignac &amp; Kourtney Beckman</i></p>	<p><b>Session 6D</b>  <b>Knock Their Socks Off: Creating an</b>  <b>Innovative and Meaningful Donor</b>  <b>Recognition Program</b>  <i>Jerisha Gordon &amp; Eliza McNulty</i></p>
<p><b>2:20 – 2:40</b></p>	<p><b>Break / Visit Exhibitors</b></p>			
<p><b>2:40 – 3:40</b></p>	<p><b>Session 7A</b>  <b>Engaging Tomorrow's</b>  <b>Donors</b>  <i>Allison K. Lewis</i></p>	<p><b>Session 7B</b>  <b>Gift Acknowledgement:</b>  <b>Building a Better Mousetrap</b>  <i>Julia Emlen</i></p>	<p><b>Session 7C</b>  <b>Measuring Up: Mindful Metrics to</b>  <b>Prove Your Worth in Tough</b>  <b>Times and Good Times</b>  <i>Lynne Wester</i></p>	<p><b>Session 7D</b>  <b>Using Legacy Societies to Engage</b>  <b>Gift Planning Donors - The Nature</b>  <b>Conservancy's Success</b>  <i>Meg Thomson &amp;</i>  <i>Beth Posniak Fiencke</i></p>
<p><b>3:40 – 4:00</b></p>	<p><b>Break / Visit Exhibitors</b></p>			
<p><b>4:00 - 5:00</b>  <b>(Roundtables)</b></p>	<p><b>Session 8A</b>  <b>Scholarships at Work</b>  <i>Danna Grant</i></p>	<p><b>Session 8B</b>  <b>One is the Loneliest Number</b>  <i>Carol Perry</i></p>	<p><b>Session 8C</b>  <b>Donor Relations Meets</b>  <b>Stewardship: An Essential</b>  <b>Partnership</b>  <i>Steve Elwell &amp; Kate Judge</i></p>	<p><b>Session 8D</b>  <b>Getting Things Done</b>  <i>Andrea Laine</i></p>
	<p><b>Dinner On Your Own</b>  (Dine-arounds available)</p>			



**Wednesday, December 8**

8:00 – 9:00	<b>Breakfast Conversations</b>			
9:00 – 9:30	<b>Announcements and Presentation of Service Awards</b>			
9:30 – 10:45	<p><b>Keynote Speaker: Pierre Khawand</b></p> <p>Pierre Khawand is the founder and principal of People-OntheGo, which provides effectiveness and efficiency training and consulting services. In his engaging and motivating presentations, Pierre brings breakthrough insights and revolutionary techniques that tackle the core issues facing today's workforce: maximizing effectiveness by better managing time and the onslaught of digital communication.</p>			
10:45 – 11:05	<b>Break / Visit Exhibitors</b>			
11:05 – 12:05	<p><b>Session 9A</b>  <b>Your Most Valuable Technological Asset: The Gold Mine in Your Database</b>  <i>Hillary New Sinclair &amp; Dan Perry</i></p>	<p><b>Session 9B</b>  <b>The Dream Team: Engaging the Right People to Successfully Steward Healthcare Philanthropy</b>  <i>Kristen Darmody</i></p>	<p><b>Session 9C</b>  <b>Your Donors Are Social. Are You?</b>  <i>Christina Sponselli &amp; Laura Cerruti</i></p>	<p><b>Session 9D</b>  <b>Case Studies: Best Practices for Donor Recognition Program Planning and Implementation</b>  <i>Anne Manner-McLarty &amp; Harv Mock</i></p>
12:05 – 1:20	<b>Lunch Conversations</b>			

<p><b>1:20 – 2:20</b></p>	<p><b>Session 10A</b>  <b>Strange Bedfellows: How Facilities Management Met Stewardship</b>  <i>Susan Quinn &amp; Corinne Cramer</i></p>	<p><b>Session 10B</b>  <b>Staff Engagement Can Slay the Dragon of Economy-Induced Discouragement</b>  <i>Linda Coulter</i></p>	<p><b>Session 10C</b>  <b>TCU's Clark Weekend: Dancing with the Frogs</b>  <i>Carrie Moore &amp; Anna Ruth Overbey</i></p>	<p><b>Session 10D</b>  <b>Scholarship Sense: How to Narrow the Middle Road Between the Student and the Donor</b>  <i>Katy Cronin, Jenny Seay &amp; Andrew Berg</i></p>
<p><b>2:20 – 3:20</b></p>	<p><b>Conference Wrap-Up</b></p>			