

## Ask The Experts Schedule

7:30 am - 8:45 am	Continental Breakfast • Meet Vendors • Network with Colleagues <b>Legends Ballroom Pre-function Space</b>
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8:00 am	Affinity Table Discussions <b>Legends Ballroom</b>
	<ul style="list-style-type: none"> <li>• <i>The Ins and Outs of AFP Membership</i>- Iska Wire and Mike Delzotti</li> <li>• <i>What I wish I knew when I started fundraising</i>- Jeanette Zey</li> <li>• <i>Planned Giving-How do I get started?</i>- Kristi Cooper</li> <li>• <i>What do you do if you have no staff?</i> - Susan Simons</li> <li>• <i>Major Gifts, Making the Ask</i>- Angela Young</li> </ul>

8:45 am – 10:00 am	1st Session of Conference Programs
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Session Title	Presenter	Topic
"Best Practices in Annual Giving" <b>Champions 1</b>	Chris Kasavich, CFRE	<i>(Fundamentals)</i>
"Grant Proposals Step by Step" <b>Champions 2</b>	Alice Ferris, CFRE	<i>(Fundamentals)</i>
"Cultivating Today's Sophisticated Donor" <b>Champions 3</b>	Robert B. Rice	<i>Advanced Techniques)</i>
"Engaging Women Leaders in Philanthropy" <b>Champions 5</b>	Betty Karlsson, CFRE Cindy Atmar, CFRE Laura Lanier	<i>(Diversity)</i>
"Diversity in Donor Relations" <b>Champions 6</b>	Tiffany Thomas	<i>(Diversity)</i>
"Six Principles for a Successful Board/CEO Partnership" <b>Champions 7</b>	Jonathan Schick	<i>(Board Development)</i>
"Making the Ask. . . In More Ways Than One" <b>Founders 1</b>	Michael Bacon, CFRE & Marion Lee	<i>(Major/Planned Gifts)</i>
"Job Hunting is Akin to Donor Stewardship!" <b>Founders 2</b>	Marianita Paddock Snodgrass	<i>(Career Development)</i>
"Play the Fundraising Game and Win!" <b>Founders 3</b>	Carrie Eickenroht	<i>(Special Events)</i>
"Congratulations Development Director, You	Michael Delzotti, CFRE, CSPG	<i>(Fundamentals)</i>

## Ask The Experts Schedule

Got the Job. Now What Do You Do?"

### Founders 4

10:00 am - 10:45 am	Meet Vendors • Network with Colleagues
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### Legends Ballroom Pre-function Space

Affinity Table Discussions
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### Upstairs Balcony Area Above Legends Ballroom

- *Why CFRE?* - Angela Seaworth
- *The Ins and Outs of AFP Membership* Iska Wire and Mike Delzotti
- *Major Gift Fundraising in the LGBTQ Community*-Janet Cohen
- *Career Ladders, how to be successful in your organization!*- Kristi Cooper
- *Campaigns!*- Kevin Foyle
- *Prospect Research 101*- Sonia Gilmore
- *Fundraising in the Arts*- Valerie Greiner
- *Major Gifts, Making the Ask*- Stephanie Young

10:45 am – Noon	2nd Session of Conference Programs
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Session Title	Presenter	Topic
"One-Person Shop: Making the Most of a Shoestring Budget" <b>Champions 1</b>	Susan Simons	<i>(Fundamentals)</i>
"Who Are the People That Will Give to Your Organization" <b>Champions 2</b>	Cooky Mays, CFRE & Mark Niles	<i>(Fundamentals)</i>
"Diversity and Inclusion—Not Just More of the Same" <b>Champions 3</b>	Janet Cohen	<i>(Diversity)</i>
"How Tweet it is to Have a Friend Like You" <b>Champions 5</b>	Nicci Noble, CFRE	<i>(Tech/Marketing/Media)</i>
"Putting the Strategy in Your Strategic Plan" Partnership <b>Champions 6</b>	Stephanie Foy	<i>(Board Development)</i>
"Creating a Successful Board and Staff Partnership" <b>Champions 7</b>	Nicole McWhorter and Ben Renberg	<i>(Advanced Techniques)</i>

## Ask The Experts Schedule

<p>“30 Tips to better teams using the 3r’s: Recruitment, Retention &amp; Rewards” <b>Founders 1</b></p>	<p>Kevin Pickett</p>	<p><i>(Major/Planned Gifts)</i></p>
<p>“Planned Giving: The Time is Now” <b>Founders 2</b></p>	<p>Kevin Pickett</p>	<p><i>(Major/Planned Gifts)</i></p>
<p>“Fundraising Events – There Are No Do-Overs!” <b>Founders 3</b></p>	<p>Julie Dokell and Lynn Ellis</p>	<p><i>(Special Events)</i></p>
<p>“Major Gift Negotiation Skills” <b>Founders 4</b></p>	<p>Scott Staub, CFRE</p>	<p><i>(Advanced Techniques)</i></p>

Noon – 12:30 pm	Meet Vendors • Network with Colleagues <b>Legends Ballroom Pre-function Space</b>
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12:30 pm – 2:00 pm	Luncheon featuring: Timothy Burcham and Uchenna Agu <b>Legends Ballroom</b>
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2:00 pm – 3:15 pm	3rd Session of Conference Programs
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Session Title	Presenter	Topic
<p>“How You Say Thanks Makes a Statement, Too” <b>Champions 1</b></p>	<p>Harv Mock</p>	<p><i>(Fundamentals)</i></p>
<p>“Storytelling: Communicating Your Message With Infectious Passion” <b>Champions 2</b></p>	<p>Jim Anderson, CFRE</p>	<p><i>(Fundamentals)</i></p>
<p>“Charity? Or Tax-Exempt Business?” <b>Founders 3</b></p>	<p>Jean Block</p>	<p><i>(Executive Leadership)</i></p>
<p>“Bringing Your Campaign to the Big Screen” <b>Champions 6</b></p>	<p>Ken Kosub</p>	<p><i>(Tech/Marketing/Media)</i></p>
<p>“Jewish Giving: It’s Not About Charity, It’s About Justice” <b>Champions 7</b></p>	<p>Amelia Ribnick Kleiman Elise Cohen Passy</p>	<p><i>(Diversity)</i></p>
<p>“How to Achieve Your ‘Dream Team’ Board” <b>Founders 1</b></p>	<p>Sean D. Carter, CFRE</p>	<p><i>(Board Development)</i></p>
<p>“Demystifying the CFRE Exam” <b>Founders 2</b></p>	<p>Angela Seaworth, CFRE</p>	<p><i>(Career Development)</i></p>

## Ask The Experts Schedule

<p>“Signature Events” <b>Founders 4</b></p>	<p>Steven Biondolillo</p>	<p><i>(Special Events)</i></p>
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<p>“Building a Successful Major Gifts Campaign from Scratch” <i>(Note: Continues in Session 4)</i> <b>Champions 3</b></p>	<p>Timothy R. Burcham, CFRE</p>	<p><i>(Advanced Techniques/ Major/Planned Gifts)</i></p>
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<p>Corporate Panel Discussion <b>Champions 5</b></p>		<p><i>(Fundamentals)</i></p>
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3:15 pm - 3:45 pm	Meet Vendors • Network with Colleagues
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3:45 pm – 5:00 pm	Final Session of Conference Programs
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Session Title	Presenter	Topic
<p>“Plugging into New Donors” <b>Champions 1</b></p>	<p>Scott Staub, CFRE</p>	<p><i>(Fundamentals)</i></p>
<p>“Donor-Centered, Not Dollar-Centered” <b>Champions 2</b></p>	<p>Nicole McWhorter &amp; Ben Renberg</p>	<p><i>(Fundamentals)</i></p>
<p>“Make CRM Software Work for You” <b>Champions 6</b></p>	<p>Brian Pickett</p>	<p><i>(Tech/Marketing/Media)</i></p>
<p>“How to Keep Your Cool when Things Get Hot!” <b>Founders 2</b></p>	<p>Ann Hale, CFRE &amp; Gretchen Gordon, CFRE</p>	<p><i>(Executive Leadership – Ethics)</i></p>
<p>“Become a Better Major Gift Negotiator” <b>Founders 3</b></p>	<p>Shaun Lynch, CFRE</p>	<p><i>(Major/Planned Gifts)</i></p>
<p>“Accentuate the Positive, Eliminate the Negative, and Build a Winning Team” <b>Founders 4</b></p>	<p>Marianita Paddock Snodgrass</p>	<p><i>(Career Development)</i></p>
<p>“Relationships: the Name of the Game” <b>Champions 7</b></p>	<p>Janet Cohen</p>	<p><i>(Advanced Techniques)</i></p>
<p>“It’s Not Your Grandma’s Fundraising Any More!” <b>Founders 1</b></p>	<p>J. C. Patrick</p>	<p><i>(Diversity)</i></p>
<p>Board Members and Volunteers: Development For or Friend? <b>Champions 5</b></p>	<p>Missy Ryan, CFRE</p>	<p><i>(Board Development)</i></p>

## Ask The Experts Schedule

“Building a Successful Major Gifts  
Campaign from Scratch”

*(Note: Continues from Session 3)*

**Champions 3**

Timothy R. Burcham, CFRE

*(Advanced Techniques/  
Major/Planned Gifts)*