





PROGRAM SCHEDULE
Rydges World Square Sydney

DAY 1 – Tuesday 16th October
MAJOR GIFTS/ TRUSTS & FOUNDATIONS

8:15 – 9am	ARRIVAL TEA/COFFEE	
9am – 9:05am	Opening remarks	
9:05-10am	<p align="center">Ballroom 2 & 3</p> <p align="center">Session 1</p> <p align="center">THE MAJOR GIFT JOURNEY: THE SYSTEMS AND TOOLS THAT FOSTER PRODUCTIVE RELATIONSHIPS</p> <p align="center">Dr Daniel McDiarmid, PhD, CFRE, Principal Consultant, <i>AskRight</i> Pamela Sutton-Legaud, Senior Consultant, <i>AskRight</i> Dr Jason Ketter, PhD, Senior Consultant, <i>AskRight</i></p>	
10 – 10:30am	<p align="center">MORNING TEA</p> <p align="right">Sponsored by</p> 	
10:30- 11:20am	<p align="center">Ballroom 2 & 3</p> <p align="center">Session 2A.1</p> <p align="center">FROM TROUBLE TO TRIUMPH – MAJOR GIFT SUCCESS DESPITE MAJOR CHALLENGES</p> <p align="center">Dan Kniepp, Director, <i>Orygen Youth Mental Health</i></p>	<p align="center">Ballroom 1</p> <p align="center">Session 2B.1</p> <p align="center">MEASURING YOUR IMPACT IN ORDER TO ACQUIT WELL AND GET MORE GRANTS</p> <p align="center">Jo Garner, Founder & Director, <i>Strategic Grants</i></p>
11:25- 12:15	<p align="center">Session 2A.2</p> <p align="center">ALL IN THE FAMILY – MOTHER AND DAUGHTER TEAM BELINDA HUTCHINSON AND EMILY MASSY-GREENE SHARE THEIR APPROACH TO PHILANTHROPY</p> <p align="center">INTERVIEWER: Louise Walsh, CEO, <i>Future Generation Investment Company & Future Generation Global Investment Company</i></p>	
12:15 – 1:15pm	<p align="center">LUNCH</p> <p align="right">Sponsored by</p> 	
1:15-2:00pm	<p align="center">Ballroom 2 & 3</p> <p align="center">Session 3A.1</p> <p align="center">LOCK THE GATE SUCCESSFULLY KICKSTARTS NATIONAL MAJOR GIFTS PROGRAM</p> <p align="center">Sally Hunter, Relationship Manager – Major Supporters, <i>Lock the Gate Alliance</i> Roewen Wishart, CFRE, FFIA, Director, <i>Xponential Strategy</i></p>	<p align="center">Ballroom 1</p> <p align="center">Session 3B.1</p> <p align="center">THE MYER FOUNDATION AND SIDNEY MYER FUND REFRESH STRATEGIC PLAN</p> <p align="center">Leonard Vary, CEO, <i>The Myer Foundation and Sidney Myer Fund</i> INTERVIEWER: Jeremy Bradshaw, Publisher, <i>F&P</i></p>
2:05-2:50pm	<p align="center">Session 3A.2</p> <p align="center">HOW MUCH TO ASK FOR – FORMULATING A MAJOR GIFT ASK AMOUNT</p> <p align="center">Conor McCarthy, Consultant, <i>FR&C</i> Molly Masiello, Research Manager, <i>FR&C</i></p>	<p align="center">Session 3B.2</p> <p align="center">MAKING YOUR ASSETS WORK FOR YOU – SYDNEY STORY FACTORY WRITES ITS OWN GOOD NEWS STORY</p> <p align="center">Cath Keenan, Co-founder & Executive Director, <i>Sydney Story Factory</i></p>

2:50-3:20pm	AFTERNOON TEA		<small>Sponsored by</small> 
3:20 - 4:10pm	Ballroom 2 & 3	Ballroom 1	
	<p style="text-align: center;">Session 4A.1</p> <p style="text-align: center;">OXFAM BUCKS THE TREND WITH MAJOR GIFTS</p> <p style="text-align: center;">Micah Demmert, Mager Gifts Manager, Oxfam Australia</p>	<p style="text-align: center;">Session 4B.1</p> <p style="text-align: center;">COALITION OF THE WILLING - WHY THE CAGES FOUNDATION SEEKS RELATIONSHIPS WITH ITS CHARITY PARTNERS</p> <p style="text-align: center;">Rachel Kerry, Executive Officer, <i>Cages Foundation</i></p>	
4:15 - 5:05pm	<p style="text-align: center;">Session 4A.2</p> <p style="text-align: center;">THREE MAJOR GIFTS CAMPAIGNS THAT MADE MY HEART SING</p> <p style="text-align: center;">Ed Laity CFRE, President, <i>DVA Navion</i></p>		
DAY 2 - Wednesday 17th October			
	BEQUESTS Ballroom 2 & 3	CORPORATE PARTNERSHIPS Ballroom 1	
9:00 - 10am	<p style="text-align: center;">Session 5A.1</p> <p style="text-align: center;">YOU TOO CAN BE SCIENTIFIC AND INCREASE YOUR BEQUEST INCOME</p> <p style="text-align: center;">Andrew Martin, Senior Fundraising Strategist, <i>Pareto Fundraising</i></p>	<p style="text-align: center;">Session 5B.1</p> <p style="text-align: center;">DEVELOPING YOUR PROPOSITION TO ATTRACT THE RIGHT CORPORATE PARTNERS</p> <p style="text-align: center;">Richard Woodward, Principal, <i>Richard Woodward & Associates</i></p>	
		<p style="text-align: center;">MORNING TEA</p> <p style="text-align: right;"><small>Sponsored by</small> </p>	
10:30 - 11:20am	<p style="text-align: center;">Session 6A.1</p> <p style="text-align: center;">THE SMITH FAMILY - GROWING BEQUESTOR NUMBERS WITH A DUAL APPROACH</p> <p style="text-align: center;">Jakki Travers, Gifts in Wills Manager, <i>The Smith Family</i></p>	<p style="text-align: center;">Session 6B.1</p> <p style="text-align: center;">BORAL AND BANGARRA CEMENT THEIR FRIENDSHIP</p> <p style="text-align: center;">Kylie FitzGerald, Director, Group Communications & Investor Relations, <i>Boral</i> Kitty Walker, Development Director, <i>Bangarra Dance Theatre</i></p>	
11:25am - 12:15pm	<p style="text-align: center;">Session 6A.2</p> <p style="text-align: center;">AMNESTY GETS RUNS ON THE BEQUEST BOARD WITH 10-YEAR STRATEGY</p> <p style="text-align: center;">Rachel Walker, Fundraising Manager, <i>Amnesty International Australia (AIA)</i></p>	<p style="text-align: center;">Session 6B.2</p> <p style="text-align: center;">KNOW YOUR VALUE - AND HOW TO MAKE IT RESONATE WITH CORPORATES</p> <p style="text-align: center;">Sam Trattles, Founder/Director, <i>Other Side of the Table</i></p>	
12:15 - 1:15pm	LUNCH		
1:15 - 2pm	<p style="text-align: center;">Session 7A.1</p> <p style="text-align: center;">WHERE THERE'S A WILL THERE'S A DAY - WESLEY MISSION MAKES AN OLD IDEA NEW AGAIN</p> <p style="text-align: center;">Steve Burfield, Fundraising Manager, <i>Wesley Mission</i></p>	<p style="text-align: center;">Session 7B.1</p> <p style="text-align: center;">FROM ONE SHIRE TO THE NATION - HOW A TINY CHARITY GREW AND GREW WITH CORPORATE SUPPORT</p> <p style="text-align: center;">Pam Brown, CEO, <i>The Australian Kookaburra Kids Foundation</i> Jasmin Hilleard, Marketing and Communications Manager, <i>Thales Australia</i></p>	
2:05 - 2:55pm	<p style="text-align: center;">Session 7A.2</p> <p style="text-align: center;">BEQUEST SOCIETIES - A VALUABLE TOOL IN NURTURING YOUR BEQUESTORS</p> <p style="text-align: center;">Chris Downes, CEO, <i>DVA Navion</i></p>	<p style="text-align: center;">Session 7B.2</p> <p style="text-align: center;">BEYOND THE MONEY - THE BENEFITS OF A MULTI-PLATFORM CORPORATE PARTNERSHIPS PROGRAM REVEALED</p> <p style="text-align: center;">Joanna Allwood, Manager, <i>Development, Botanic Gardens & Centennial Parklands</i></p>	

2:55 - 3:25pm	AFTERNOON TEA	
	BEQUESTS Ballroom 2 & 3	CORPORATE PARTNERSHIPS Ballroom 1
3:25-4:10pm	<p style="text-align: center;">Session 8A.1</p> <p style="text-align: center;">NOW YOU SEE IT, NOW YOU DON'T - THE ISSUE OF CONTESTED BEQUESTS</p> <p style="text-align: center;">Anne Robinson, AM, Founder and Principal, <i>Prolegis Lawyers</i></p>	<p style="text-align: center;">Session 8B.1</p> <p style="text-align: center;">FOLLOWING THE GREEN SEA TURTLE WITH TARONGA AND SUEZ</p> <p style="text-align: center;">Suzy Scheiblin, Corporate Partnerships Accounts Officer, <i>Taronga Conservation Society Australia</i></p> <p style="text-align: center;">Justin Frank, Director, Marketing, Communications and National Key Accounts at <i>SUEZ Australia & NZ</i></p>
4:15 - 5pm	<p style="text-align: center;">Session 8A.2</p> <p style="text-align: center;">WAVING NOT DROWNING - CANCER COUNCIL NSW LEARNS TO STAY AFLOAT ON GIANT BEQUEST PIPLINE</p> <p style="text-align: center;">Teneale Cameron, Manager Bequests and In Memory, <i>Cancer Council NSW</i></p>	<p style="text-align: center;">Session 8B.2</p> <p style="text-align: center;">SYMBIOSIS [N]: A MUTUALLY BENEFICIAL RELATIONSHIP BETWEEN DIFFERENT PEOPLE OR GROUPS</p> <p style="text-align: center;">Sarah Pennell, General Manager and Company Secretary, <i>Foodbank Australia</i></p> <p style="text-align: center;">Anita Russell, General Manager - <i>Flight Centre Foundation</i></p>

This program is correct at the time of printing but may be subject to change