





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

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

2:55 – 3:25pm	AFTERNOON TEA Sponsored by  Apple Marketing Group The Fundraising Specialists	
	BEQUESTS Ballroom 2 & 3	CORPORATE PARTNERSHIPS Ballroom 1
3:25-4:10pm	Session 8A.1 NOW YOU SEE IT, NOW YOU DON'T – THE ISSUE OF CONTESTED BEQUESTS Anne Robinson, AM, Founder and Principal, <i>Prolegis Lawyers</i>	Session 8B.1 FOLLOWING THE GREEN SEA TURTLE WITH TARONGA AND SUEZ Suzy Scheiblin, <i>Manager, Corporate Partnerships Accounts Officer, Taronga Conservation Society Australia</i>
4:15 – 5pm	Session 8A.2 MORE THAN MORNING TEA – CANCER COUNCIL NSW FINDS NEW WAYS TO GROW GIFTS IN WILLS Teneale Cameron, <i>Manager Bequests and In Memory, Cancer Council NSW</i>	Session 8B.2 SYMBIOSIS [N]: A MUTUALLY BENEFICIAL RELATIONSHIP BETWEEN DIFFERENT PEOPLE OR GROUPS Sarah Pennell, <i>General Manager and Company Secretary, Foodbank Australia</i> Anita Russell, <i>General Manager – Flight Centre Foundation</i>

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

MAJOR SPONSOR



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