






**PROGRAM SCHEDULE**  
**Rydges World Square Sydney**

**DAY 1 – Tuesday 16<sup>th</sup> October**  
**MAJOR GIFTS/ TRUSTS & FOUNDATIONS**

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

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

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

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

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