






## PROGRAM SCHEDULE

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

DAY 1 - Wednesday 23 <sup>rd</sup> October		
GIFTS-IN-WILLS/CORPORATE PARTNERSHIPS		
8:15 - 9am	ARRIVAL TEA/COFFEE	
	Coffee cart sponsored by  Precision Fundraising	
9am - 9:05am	OPENING REMARKS	
9:05- 9:55am	<p><b>Ballrooms 1 &amp; 2</b> <b>Session 1</b></p> <p><b>HOW TO SUCCESSFULLY ADAPT TO THE CHANGING CORPORATE PARTNERSHIP ENVIRONMENT</b></p> <p>Abby Clemence, Director, <i>Infinity Sponsorship</i></p>	
9:55 - 10:25am	MORNING TEA	
	Morning Tea sponsored by  Precision Fundraising	
10:25- 11:15am	<p><b>Ballrooms 1 &amp; 2</b> <b>GIFTS-IN-WILLS</b></p> <p><b>Session 2A.1</b></p> <p><b>RFDS ADOPTS PERSONAL TOUCH TO TRANSFORM GIFTS-IN-WILLS STEWARDSHIP</b></p> <p>Chris Downes, CEO, <i>DVA Navion, Australasia</i> // Teresa Cianciosi, Gifts-in-Wills Coordinator, <i>Royal Flying Doctor Service (VIC)</i></p>	<p><b>Ballroom 3</b> <b>CORPORATE PARTNERSHIPS</b></p> <p><b>Session 2B.1</b></p> <p><b>CEREBRAL PALSY ALLIANCE BUILDS REMARKABLE PARTNERSHIP PROGRAM</b></p> <p>Josh O'Rourke, Head of Relationship Fundraising, <i>Cerebral Palsy Alliance</i></p>
	<p><b>Session 2A.2</b></p> <p><b>BEHIND THE SCENES - LEGAL &amp; GOVERNANCE ESSENTIALS FOR A SUCCESSFUL GIFTS-IN-WILLS PROGRAM</b></p> <p>Rebecca Lambert-Smith, Team Leader, <i>Moore's</i>, // Michael Labiris, Senior Lawyer, <i>Moore's</i></p>	<p><b>Session 2B.2</b></p> <p><b>CHRISTIE CENTRE AND WESTPAC GROW A REGIONAL PARTNERSHIP</b></p> <p>Florence Davidson, Executive Officer, <i>Christie Centre Inc.</i> // Lisa Waldron, Executive Officer, <i>Westpac Foundation</i></p>
12:05 - 1:05pm	LUNCH	
	Sponsored by  Ask RIGHT	
1:05 - 1:50pm	<p><b>Session 3.1</b></p> <p><b>USING DIGITAL TO BUILD YOUR GIFTS-IN-WILLS PROGRAM - ITS EASIER THAN YOU THINK!</b></p> <p>Kerren Morris, Strategy Director, <i>IVE NFP</i></p>	
1:55 - 2:40pm	<p><b>Ballrooms 1 &amp; 2</b> <b>Session 3A.2</b></p> <p><b>RSPCA TAKES GIFTS-IN-WILLS TO THE NEXT LEVEL</b></p> <p>Sam Abbott, Head of Fundraising, <i>RSPCA Queensland</i></p>	<p><b>Ballroom 3</b> <b>Session 3B.2</b></p> <p><b>HOW SUSTAINABLE IS YOUR GO-TO-MARKET STRATEGY</b></p> <p>Sam Trattles, Founder, <i>Other Side of the Table</i></p>
2:40- 3:10pm	AFTERNOON TEA	
	Sponsored by  the grants hub	

	<b>Ballrooms 1 &amp; 2</b> <b>GIFTS-IN-WILLS</b>	<b>Ballroom 3</b> <b>CORPORATE PARTNERSHIPS</b>
<b>3:10 - 3:55pm</b>	<b>Session 4A.1</b> <b>“HI THERE, IT’S JILL HERE FROM...AND I’M RINGING TO TALK WITH YOU ABOUT LEAVING A GIFT IN YOUR WILL”</b> Ruth Mackay, Managing Director, <i>OURTEL Fundraising Solutions</i>	<b>Session 4B.1</b> <b>CANCER COUNCIL NSW FLIES WITH CORPORATE PARTNERSHIPS</b> Alesha Hope, Corporate Partnerships Manager, <i>Cancer Council NSW</i>
<b>4:00 - 4:45pm</b>	<b>Session 4A.2</b> <b>SCOTCH COLLEGE &amp; HAWTHORN FOOTBALL CLUB - PEEKING “UNDER THE HOOD” OF GIFTS-IN-WILLS PROGRAMS AT TWO VICTORIAN INSTITUTIONS</b> Tim Shearer, Director of Development, <i>Scotch College &amp; Director, Hawthorn Football Club</i>	<b>Session 4B.2</b> <b>FROM SPONSORSHIP TO PARTNERSHIP - MAKING IT STICKY WITH PLUNKET &amp; HUGGIES</b> Nin Roberts, Partnership & Brand Manager, <i>Royal New Zealand Plunket Trust</i>
<b>DAY 2 - Thursday 24<sup>th</sup> October</b> <b>MAJOR GIFTS/ TRUSTS &amp; FOUNDATIONS</b>		
<b>8:15 - 9am</b>	<b>ARRIVAL TEA/COFFEE</b>	
	<small>Coffee cart sponsored by</small> 	
<b>9am - 9:05am</b>	<b>OPENING REMARKS</b>	
<b>9:05- 9:55am</b>	<b>Ballrooms 1 &amp; 2</b> <b>Session 5</b> <b>ART GALLERY OF NSW SURPASSES \$100M FUNDRAISING TARGET FOR EXPANSION</b> John Richardson, Director of Development, <i>Art Gallery of NSW</i> <small>This session sponsored by</small> 	
<b>9:55 - 10:25am</b>	<b>MORNING TEA</b>	
	<b>Ballrooms 1 &amp; 2</b> <b>MAJOR GIFTS</b>	<b>Ballroom 3</b> <b>TRUSTS &amp; FOUNDATIONS</b>
<b>10:25- 11:15am</b>	<b>Session 6A.1</b> <b>HOW TO LAY THE CORNERSTONES OF YOUR MAJOR GIFTS PROGRAM</b> Frankie Airey, Director, <i>Philanthropy Squared</i>	<b>Session 6B.1</b> <b>THE VIEW FROM THE GIVING SIDE - TRUSTS IN THE 21<sup>ST</sup> CENTURY</b> Lin Bender, AM, CEO, <i>Helen Macpherson Smith Trust</i> // Maree Sidey, CEO, <i>Australian Communities Foundation</i> // Lizzie Webb, CEO, <i>Kindred Spirits Enterprises</i>
<b>11:20- 12:10pm</b>	<b>Session 6A.2</b> <b>KEY TRENDS IN MAJOR GIVING</b> Molly Masiello, Research Manager, <i>Fundraising Research and Consulting</i> // Conor McCarthy, Consultant, <i>Fundraising Research and Consulting</i>	<b>Session 6B.2</b> <b>THE APPLICATION IS JUST THE BEGINNING - HOW TO BUILD RELATIONSHIPS WITH TRUSTS &amp; FOUNDATIONS</b> Emer Diviney, Senior Associate, <i>Wendy Brooks &amp; Partners</i>
<b>12:10 - 1:10pm</b>	<b>LUNCH</b>	

1:10 - 1:55pm	<p align="center"><b>Ballrooms 1 &amp; 2</b> <b>Session 7.1</b></p> <p><b>GIFT SOLICITATION: WHEN NEAR-ENOUGH MIGHT BE GOOD ENOUGH</b> Dr Daniel McDiarmid, Principal Consultant, <i>AskRight</i> // Pamela Sutton-Legaud, Senior Consultant, <i>AskRight</i> // Dr Jason Ketter, Senior Consultant, <i>AskRight</i></p>	
2pm - 2:45pm	<p align="center"><b>Ballrooms 1 &amp; 2</b> <b>MAJOR GIFTS</b> <b>Session 7A.2</b></p> <p><b>APPLYING DIRECT MARKETING TO BUILD YOUR MAJOR DONOR BASE</b> Sean Triner, Co-founder, <i>Moceanic</i> <i>This session sponsored by</i> </p>	<p align="center"><b>Ballroom 3</b> <b>TRUSTS &amp; FOUNDATIONS</b> <b>Session 7B.2</b></p> <p><b>A UNIQUE BLEND OF BUSINESS AND PHILANTHROPY</b> Sandra Jacobs, CEO, <i>Bennelong Foundation</i> // Jeff Chapman AM, Chairman, <i>Bangarra Group</i></p>
	<p align="center"><b>AFTERNOON TEA</b></p>	
3:15-4pm	<p align="center"><b>Session 8A.1</b></p> <p><b>ACF INJECTS NEW LIFE INTO MAJOR GIFTS PROGRAM</b> Cheryl Pultz, CFRE, Director of Fundraising, <i>Australian Conservation Foundation</i></p>	<p align="center"><b>Session 8B.1</b></p> <p><b>TAKING THE LONG VIEW - HOW PHILANTHROPY IS HELPING TO CHANGE A RURAL COMMUNITY</b> Liz Chapman OAM, Director &amp; Founder, <i>Tomorrow Today Foundation, Benalla</i> // Alberto Furlan, Senior Program Manager, <i>Ian Potter Foundation</i> // Ferdi Hepworth, Grant Manager, <i>The William Buckland Foundation</i> // Meghan Weekes, Senior Program Manager, <i>The Ross Trust</i></p>
4:05 - 4:50pm	<p align="center"><b>Ballrooms 1 &amp; 2</b> <b>Session 8.2</b></p> <p><b>HOW WOMEN DONORS ARE DIFFERENT AND HOW TO CONNECT BETTER</b> Kim Downes, CFRE, Fundraising &amp; Philanthropy Advisor // GILLIAN HUND, Co-Founder, <i>Melbourne Women's Fund</i></p>	
4:50- 4:55pm	<p align="center"><b>CLOSING REMARKS</b></p>	

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