







26,27 & 28 October, 2021

PROGRAM OVERVIEW – V14

All times are AEDT

DAY ONE: Tuesday 26th October 2021 MASTERCLASSES		
0900 – 0910	Welcome & Opening Remarks <i>Chair: Jeremy Bradshaw, Founder & Publisher F&P</i>	Welcome & Opening Remarks <i>Chair: Clare Joyce, Content Director, F&P</i>
0910- 1010	MASTERCLASS 1 – CORPORATE PARTNERSHIPS Session 1A (part 1) How to create a proposition that attracts the right corporate partners RICHARD WOODWARD, Principal, <i>Richard Woodward & Associates</i>	MASTERCLASS 2 – GIFTS IN WILLS Session 1B (part 1) Unlocking the potential of gifts-in-wills LIGIA PÉNA, CFRE, President, <i>Globetrotting Fundraiser, Montreal Canada</i> Sponsored by 
1010 - 1020	Screen break (10 mins)	
1020 - 1120	MASTERCLASS 1 – CORPORATE PARTNERSHIPS Session 1A (part 2)	MASTERCLASS 2 – GIFTS IN WILLS (part 2) Session 1B (part 2) Sponsored by 
1120 - 1130	Screen break (10mins)	
1130 - 1230	MASTERCLASS 1 – CORPORATE PARTNERSHIPS Session 1A (part 3)	MASTERCLASS 2 – GIFTS IN WILLS Session 1B (part 3) Sponsored by 
1230 - 1330	VIRTUAL EXHIBITION/ VIRTUAL NETWORKING/ LUNCH (60 mins)	
1330 -1340	Welcome & Opening Remarks <i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i>	
1340 - 1440	Session 2 (part 1) MASTERCLASS 3 - MAJOR GIFTS Ready set go - launch your major gifts program MARK QUIGLEY, Director, <i>Social Venture Consultants</i>	
1440 -1450	Screen break (10mins)	
1450 - 1550	Session 2 (part 2) MASTERCLASS 3- MAJOR GIFTS	
1550 - 1600	Screen break (10 mins)	
1600 - 1655	Session 2 (part 3) MASTERCLASS 3- MAJOR GIFTS	
1655 - 1700	Closing remarks	

DAY TWO: Wednesday 27th October 2021
MAJOR GIFTS/ TRUSTS & FOUNDATIONS

0900 - 0906	<p align="center">Welcome & Opening Remarks <i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i></p>	
0906- 1003	<p align="center">Session 3 Philanthropy Interview - All in the Family - In conversation with Charles Curran AC and Jeremy Byrne Interviewer - LOUISE WALSH, Founder and CEO of <i>Walsh Capital</i>, <i>Sponsored by</i> </p>	
1003 - 1013	<p align="center"><i>Screen break (10 mins)</i></p>	
1013 - 1105	<p align="center">Session 4 <i>Chair: Clare Joyce, Content Director, F&P</i> How Plan International succeeded in rejuvenating its major gift program STEFFI CHANG, Key Relationships Manager- Philanthropy, <i>Plan International Australia</i> SALLY TREEBY, Board Chair, <i>Plan International Australia</i></p>	
1105 - 1115	<p align="center"><i>Screen break (10mins)</i></p>	
1115 - 1207	<p align="center">Session 5A <i>Chair: Clare Joyce, Content Director, F&P</i> There's no place like home! The Dorothy Principle and other learnings from a capital campaign TIFFANY HARDY, Major Gifts Specialist and Senior Philanthropy Manager, <i>MS Queensland</i></p>	<p align="center">Session 5B <i>Chair: Fiona Atkinson, Content Creator, F&P</i> How to build an endowment fund GAVAN WOINARSKI, Principal Consultant, <i>GDZW Philanthropy at its Best</i></p>
1207 - 1307	<p align="center"><i>Virtual Exhibition/ Networking Session/ Lunch break (60 mins)</i></p>	
1307 - 1359	<p align="center">Session 6A <i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i> Campaign Readiness Assessments - What Can They Really Tell You? ROEWEN WISHART, CFRE FFIA, High Value and Strategy Director, <i>Xponential</i></p>	<p align="center">Session 6B <i>Chair: Fiona Atkinson, Content Creator, F&P</i> How to find the rights grant for you KATE WILSON, Grants Strategist, <i>The Grants Hub</i></p>
1359 - 1409	<p align="center"><i>Screen break (10 mins)</i></p>	
1409 - 1501	<p align="center">Session 7A <i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i> Injecting personality into your major gifts program ... and seeing a cash injection as a result! SHELLEY MASON, Key Relationships Manager, <i>The Harry Perkins Institute of Medical Research</i>.</p>	<p align="center">Session 7B <i>Chair: Fiona Atkinson, Content Creator, F&P</i> Started from the bottom, now we're here: How the Salvos built their major gifts program WENDY LOBB, Territorial Gifting and Philanthropy Manager, <i>The Salvation Army NZ/Fiji/Tonga/Samoa</i></p>
1501 - 1511	<p align="center"><i>Screen break (10 mins)</i></p>	
1511 - 1603	<p align="center">Session 8 <i>Chair: Clare Joyce, Content Director, F&P</i> How to fundraise AND be brave - remaining independent and taking on governments DAVE RITTER, CEO, <i>Greenpeace Australia Pacific</i> // STEVE CASTAN, Chair, <i>National Justice Project</i> // KATY TYRRELL, Fundraising & Communications Manager, <i>National Justice Project</i></p>	
1603-1605	<p align="center">Closing remarks</p>	

DAY THREE: Thursday 28th October 2021
GIFTS-IN-WILLS /CORPORATE PARTNERSHIPS

0900 - 0910	Welcome & Opening Remarks <i>Chair: TBA</i>	Welcome & Opening Remarks <i>Chair: TBA</i>
	GIFTS-IN-WILLS	CORPORATE PARTNERSHIPS
0910 -1000	Session 9A <i>Chair: Fiona Atkinson, Content Creator, F&P</i> Okay, Boomers! How COVID-19 has primed the world for legacies KIMBERLEY BLEASE, Executive Vice President, <i>Blakely Fundraising (Ontario, Canada)</i> // STEPHEN GEORGE, Fundraising & Leadership Coach and Consultant (<i>London, UK</i>)	Session 9B <i>Chair: Clare Joyce, Content Director, F&P</i> PANEL DISCUSSION: Blink and you'll miss it! Corporate giving is evolving JO BOOTH, Relationship Manager, Corporate Partnerships, <i>The Smith Family</i> / TASMAM CASSIM, Senior Manager, Partnerships, <i>Black Dog Institute</i> / HOLLY BROWN, Unit Manager, Philanthropy, <i>Cancer Council NSW</i>
1000 - 1010	Screen break (10 mins)	
1010- 1102	Session 10A <i>Chair: Clare Joyce, Content Director, F&P</i> Seven great ways to market and communicate your gifts-in-wills program CHRIS DOWNES, CEO, DVA Navion Australasia	Session 10B.1 <i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i> In boots 'n' all - ChildFund partners with Rugby World Cup CHRIS MASTAGLIO, Sport for Development Director, <i>ChildFund Australia</i>
		Session 10B.2 The Crusading Consumer emerges from lockdown HAILEY CAVILL-JASPERS, Chief DoGoodologist, <i>BePartnerReady.com®</i>
1102 - 1112	Screen break (10 mins)	
1112 - 1204	Session 11A <i>Chair: Clare Joyce, Content Director, F&P</i> Hit the Ground Running: Overhauling your Gifts in Wills Program SAM MEISNER-LEMON, Planned Giving Co-ordinator, <i>The Shepherd Centre</i> <i>Sponsored by</i>  Safewill	Session 11B <i>Chair: Fiona Atkinson, Content Creator, F&P</i> Using workplace giving to get a foot in the corporate door JO BOOTH, Relationship Manager, Corporate Partnerships, <i>The Smith Family</i> // WYN NGUYEN, Philanthropy Operations Manager, <i>The Smith Family</i>
1204 - 1214	Screen break (10 mins)	
1214 - 1306	Session 12 <i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i> A step-by-step guide to creating a powerful gift in will proposition and brilliant ideas to take it to market MARCUS BLEASE, Co-founder & Director, <i>Donor Republic</i> JAMES WATKINS, Account Director, <i>Donor Republic</i>	
1306- 1356	Networking/Virtual Exhibition/Lunch break (50 mins)	
1356 - 1448	Session 13A <i>Chair: Clare Joyce, Content Director, F&P</i> RFDS QLD innovates with Gifts-in-Wills acquisition LINDSEY WILKINSON, Fundraising Strategy and Projects Advisor, <i>Royal Flying Doctor Service QLD</i> // RUTH WICKS, Senior Consultant, <i>More Strategic</i>	Session 13B <i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i> Hyundai and NextSense - driving a long-term partnership MITCHELL WATSON, Corporate Partnerships and Community Fundraising Manager, <i>NextSense</i> // BILL THOMAS, GM Public Relations, <i>Hyundai Motor Company Australia</i>
1448 - 1458	Screen break (10 mins)	

<p>1458 -1550</p>	<p style="text-align: center;">Session 14A</p> <p><i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i></p> <p style="text-align: center;">Online Wills: Your questions answered from the charity perspective</p> <p>PANELLISTS: EMILY DUDGEON, Key Relationships Manger – Gifts in Wills, <i>Plan International Australia</i> // CAROL O’CARROLL, Relationship Manager Gift in Wills, <i>Cerebral Palsy Australia</i> // HELEN TRUSSLER, Gifts in Wills Manager, <i>RSPCA NSW</i></p> <p>MODERATOR: ADAM LUBOFSKY, CEO, Safewill</p>	<p style="text-align: center;">Session 14B</p> <p><i>Chair: Clare Joyce, Content Director, F&P</i></p> <p style="text-align: center;">How to steward and renegotiate your corporate partnerships</p> <p>SAM TRATTLES, Founder, <i>Other Side of the Table</i></p>
<p>1550 - 1600 <i>Screen break (10 mins)</i></p>		
<p>1600 - 1652</p>	<p style="text-align: center;">Session 15A</p> <p><i>Chair: Fiona Atkinson, Content Creator, F&P</i></p> <p style="text-align: center;">How World Animal Protection is using Facebook to drive GiW leads</p> <p>JOANNE MEREDITH, Gifts-in-Wills Manager, <i>World Animal Protection – Australia & NZ</i> // PAULA O’SULLIVAN, Social Media Strategist and Owner, <i>Possum Digital</i></p>	<p style="text-align: center;">Session 15B</p> <p><i>Chair: Jeremy Bradshaw, Founder & Publisher, F&P</i></p> <p style="text-align: center;">Lifeline and Domino’s – an appetite for growth</p> <p>TRACY LLEWELYN, Head of Communications, <i>Domino’s</i>, and General Manager, <i>Give for Good</i> // BRONWYN WOOD, Partnership Manager, <i>Lifeline Australia</i></p>
<p>1652 - 1700</p>	<p>Closing Remarks</p>	<p>Closing Remarks</p>

GOLD SPONSOR



SILVER SPONSOR

