





Principal partner

**PROGRAM SCHEDULE** - v19_del*All details are correct at time of printing but may be subject to change**All times are AEST*
DAY ONE: Tuesday 24 October 2023
MASTERCLASSES


8am	REGISTRATION & ARRIVAL TEA/COFFEE	
8:30 – 10:10am	WHITELY BALLROOM 2 SESSION 1A - Masterclass 1 (part 1) Gifts -in Wills Chair: Fiona Atkinson, Content Creator, F&P How to future-proof your gifts-in-wills program so it goes the distance KRISTY GRAHAM, General Manager of Strategy & Innovation, Fundraising Every Day	BOYD BOARD ROOM SESSION 1B- Masterclass 2 (part 1) Corporate Partnerships Chair: Jeremy Bradshaw, Founder & Director, F&P Prospecting for new corporate partners LINDA GARNETT & SHARON DANN, Co-founders, Stellar Partnerships
10:10 – 10:30	MORNING TEA	
10:30 – 12:00	SESSION 2A - Masterclass 1: Gifts-in-Wills <i>(part 2)</i>	SESSION 2B - Masterclass 2: Corporate Partnerships <i>(part 2)</i>
1200 – 1:00pm	LUNCH	
1:00 – 3:10pm	WHITELY BALLROOM 2 SESSION 3 - Masterclass 3 (part 1) Major Gifts Chair: Fiona Atkinson, Content Creator, F&P How to build a successful major donor program - with longevity ANDREW SABATINO, Co-founder & Director, Donor Republic	
3:10 – 3:30pm	AFTERNOON TEA	
3:30 – 5pm	SESSION 4 - Masterclass 3 Major Gifts <i>(part 2)</i>	

DAY TWO: Wednesday 25 October 2023

MAJOR GIFTS/ TRUSTS & FOUNDATIONS

0815	REGISTRATION & ARRIVAL TEA/COFFEE	
0900 - 1000	<p style="text-align: center;">WHITELY BALLROOM SESSION 5 CHAIR: Clare Joyce, Content Director, F&P SESSION INTRODUCTION: Andrew Sabatino, Co-founder & Director, Donor Republic</p> <p style="text-align: center;">Philanthropy uncovered: a fireside chat with two philanthropists TRICIA LEE, Director, Riverlee Foundation// CHRISTINE ARMOUR, THE Armour Family Endowment// TERESA ZOLNIERKIEWICZ, Consultant, filantropia</p> <p style="text-align: center;"><i>Session sponsored by</i> </p>	
1000-1030	<p style="text-align: center;">MORNING TEA</p> <p style="text-align: right;"><i>Sponsored by</i> </p>	
	<p style="text-align: center;">WHITELY BALLROOM 1 Chair: Clare Joyce, Content Director, F&P</p>	<p style="text-align: center;">WHITELY BALLROOM 2 Chair: Fiona Atkinson, Content Creator, F&P</p>
1030 - 1120	<p style="text-align: center;">SESSION 6A.1 A 5-step framework for a successful major donor program ANDREW SABATINO, Co-founder & Director, Donor Republic</p>	<p style="text-align: center;">SESSION 6B.1 When one size does not fit all. Why place-based philanthropy is driving significant change and how to master it SHERRIL NIXON, Director of Donor Relations, Australian Schools Plus</p>
1125 - 1215	<p style="text-align: center;">SESSION 6A.2 How to do a gala dinner without the gala to prompt tax gifts SHELLEY MASON, Key Relationships Manager, Harry Perkins Institute of Medical Research</p>	<p style="text-align: center;">SESSION 6B.2 The road to \$1million in funding: Cool Australia's philanthropic journey THEA STINEAR, CEO, Cool Australia // NAOMI NICHOLAS, Head of Community Engagement, Cool Australia // JO GARNER, Founder & Director, Strategic Grants</p>
1215 - 1315	LUNCH	
	<p style="text-align: center;">WHITELY BALLROOM 1 Chair: Jeremy Bradshaw, Founder & Director, F&P</p>	<p style="text-align: center;">WHITELY BALLROOM 2 Chair: Clare Joyce, Content Director, F&P</p>
1315 - 1405	<p style="text-align: center;">SESSION 7A.1 Session Introduction: Dr Steve Francis, Director, DGB How the Royal Children's Hospital Foundation reaped huge major gift results from a low investment initiative PHILIPPA PRESCOTT, Manager, Individual Giving, The Royal Children's Hospital Foundation <i>Session sponsored by</i> </p>	<p style="text-align: center;">SESSION 7B.1 Trade secrets from the Philanthropic Iceberg CHRIS WOOTTON, Director, Philanthropic Consulting Services</p>
1410 - 1500	<p style="text-align: center;">SESSION 7A.2 The critical role of leadership in major donor fundraising success CLIVE PEDLEY, Managing Director, Giving Architects Ltd.// NIGEL HARRIS, Founding Partner, Giving Architects Australia</p>	<p style="text-align: center;">SESSION 7B.2 How to build the best foundation for a successful Capital or Comprehensive Campaign PETER DALTON, Executive Director, DGB Global // BIANCA CROCKER, Campaigns Director, DGB Global</p>
1500 -1530	<p style="text-align: center;">AFTERNOON TEA</p> <p style="text-align: right;"><i>Sponsored by</i> </p>	

	WHITELY BALLROOM Chair: Jeremy Bradshaw, Founder & Director, F&P
1530 - 1620	SESSION 8.1 Just do it: How to get out of your stewardship comfort zone, find new major donors and make the (successful) ask CARL YOUNG, Founding Director, JIGSAW Fundraising Consultancy
1625 -1715	SESSION 8.2 35 laps around the sun as a fundraiser.. and this is what I know LESLEY RAY, MBus, CFRE, FFIA Executive Manager - Philanthropy, Mater Foundation

DAY THREE: Thursday 26 October 2023 GIFTS-IN-WILLS /CORPORATE PARTNERSHIPS		
0815	REGISTRATION / ARRIVAL TEA & COFFEE	
0900 - 1000	GIFTS-IN- WILLS WHITELY BALLROOM 1	CORPORATE PARTNERSHIPS WHITELY BALLROOM 2
	SESSION 9A Chair: Fiona Atkinson, Content Creator, F&P Gifts-in-Wills digital marketing: tips & tricks from Greenpeace Australia Pacific ALEXIS ESCAVY, Relationship Manager - Gifts in Wills, Greenpeace	SESSION 9B Chair: Jeremy Bradshaw, Founder & Director, F&P Creating killer case studies your corporate partners will love (that truly demonstrate your impact) and why you need to invest in partnership content TASMAN CASSIM, Head of Partnerships, Black Dog institute// JOE WATERS, Consultant & Founder, Selfish Giving
1000 - 1030	MORNING TEA <div style="float: right;"> Sponsored by  </div>	
1030 - 1120	SESSION 10A.1 Chair: Clare Joyce, Content Director, F&P Using AI to streamline your Gifts-in-Wills prospect research and secure more gifts GOLDIA SHUM, Customer Success, Dataro	SESSION 10B.1 Chair: Fiona Atkinson, Content Creator, F&P How to escape the 'too hard' basket – the magic of a winning value proposition in securing corporate partnerships DAN GEAVES, FFIA, Strategy Director, Marlin Communications
1125 - 1215	SESSION 10A.2 Chair: Clare Joyce, Content Director, F&P QUALITY over quantity – a UNICEF Australia story about using data to find loyal and genuine bequest prospects who will translate into REAL gifts HANNAH CIFUENTES – Gifts-in-Wills Manager, UNICEF// DAN WILSON, Director, The Data Collective	SESSION 10B.2 Chair: Fiona Atkinson, Content Creator, F&P Data-driven decisions to drive corporate partnerships KATE MILLS, CEO, Property Industry Foundation
1215 - 1315	LUNCH	

	GIFTS-IN- WILLS WHITELY BALLROOM 1	CORPORATE PARTNERSHIPS WHITELY BALLROOM 2
1315 - 1405	SESSION 11A.1 Chair: Jeremy Bradshaw, Founder & Director, F&P Now that's a good idea! Really excellent ideas you can apply to your Gifts-in-Wills program KATE McMillan, Group Account Director // NUZ HAMEED, Fundraising Manager, Taronga Conservation Society// JASMINE HOOPER, Gifts-in-Wills and in Memory Manager, The Smith Family // CHRIS KING, Creative Director, Donor Republic //TENEALE CAMERON, Senior Fundraising Manager, Médecins sans Frontières Aust & NZ	SESSION 11B.1 Chair: Clare Joyce, Content Director, F&P Corporate engagement opportunities are in your existing campaigns (so don't reinvent the wheel) - a Sydney Children's Hospital Foundation & City2Surf case study LAUREN KARA-GEORGE, Corporate Relations Manager, SCHF // SKYE CHALMERS, Community Fundraising Relationship Manager, SCHF
1410 - 1500	SESSION 11A.2 Chair: Jeremy Bradshaw, Founder & Director, F&P Big, bold, out-of-the box - How Amnesty International Australia innovated their gifts-in-wills program NAOMI VAUGHAN, Legacy Specialist, Amnesty International // TOM BEECH, Digital Marketing Specialist, Amnesty International	SESSION 11B.2 Chair: Clare Joyce, Content Director, F&P Giving paycheck to paycheck: unlocking the (untapped) potential of workplace giving GEORGIA FIELD, National Partnerships Manager - Growth & Engagement, Redkite// NIKKI ANSTIS, Head of Advocacy and Engagement. Workplace Giving Australia
1500 - 1520	AFTERNOON TEA	
1520 -1610	SESSION 12A.1 Chair: Jeremy Bradshaw, Founder & Director, F&P Fixing the leaky bucket - how to overcome the biggest immediate threats to your gifts-in-wills income MORGAN KOEGEL, Client Services Manager, Bequest Assist	SESSION 12B.1 Chair: Fiona Atkinson, Content Creator, F&P Time to throw out scarcity thinking! 2023 Conscious Consumer research findings show the power of charities for corporates GEORGIA McINTOSH, Co-founder & Chief Communicator, BePartnerReady.com// SALLY PHELPS, Head of Media, Australian Broadcasting Corporation (ABC)
1615 - 1705	SESSION 12A.2 Chair: Jeremy Bradshaw, Founder & Director, F&P Building effective legacy supporter journeys that put the donor at the very heart of your nonprofit FIONA RILEY, Consultant, AskRIGHT	SESSION 12B.2 Chair: Fiona Atkinson, Content Creator, F&P Looking for 'the one' - how OZHarvest finds the perfect corporate match HALLY LARA & LAURA GLENDINNING, National Partnerships Lead (jobshare), OzHarvest
1705 - 1710	Closing Remarks	Closing Remarks

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