

Principal partner



PROGRAM SCHEDULE - V14_del

All details are correct at time of printing but may be subject to change






All times are AEST


DAY ONE: Tuesday 29 October 2024 MASTERCLASSES

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| 8am | REGISTRATION & ARRIVAL TEA/COFFEE | |
| 8:30 - 10:10am | <p>DELACOMBE ROOM Masterclass 1 (part 1) Gifts -in Wills Chair: Jeremy Bradshaw, Founder & Director, F&P</p> <p>Don't be bland! A masterclass in creating a highly engaging Gifts-in-Wills proposition that captures the hearts & minds of your audience KARL TISCHLER, Founder & Idealist, Marlin Communications</p> | <p>STRADBROKE ROOM Masterclass 2 (part 1) Corporate Partnerships Chair: Clare Joyce, Content Director, F&P</p> <p>Preparing to negotiate corporate partnerships SAM TRATTLES, CEO & Negotiation Strategist, Other Side of the Table</p> |
| 10:10 - 10:30 | MORNING TEA | |
| 10:30 - 12:00 | <p>Masterclass 1: (part 2) Gifts-in-Wills</p> | <p>Masterclass 1: (part 2) Corporate Partnerships</p> |
| 1200 - 1:00pm | LUNCH | |
| 1:00 - 3:10pm | <p>STRADBROKE ROOM Masterclass 3 (part 1) Major Gifts Chair: Jeremy Bradshaw, Founder & Director, F&P</p> <p>Major donor pitch deck workshop: how to craft and present a pitch deck that speaks to the hearts and minds of your major donors SIMONE PLUNKETT, Senior Consultant, Xponential (The big gift specilaists) CRAIGE GRAVESTEIN, Director, Big Chief Gifts, Xponential (The big gift specialists)</p> | |
| 3:10 - 3:30pm | AFTERNOON TEA | |
| 3:30 - 5pm | <p>Masterclass 3: (part 2) Major Gifts</p> | |

DAY TWO: Wednesday 30 October 2024

MAJOR GIFTS/ TRUSTS & FOUNDATIONS

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| 0815 | REGISTRATION & ARRIVAL TEA/COFFEE | |
| 0900 - 1000 | <p style="text-align: center;">BALLROOM 3 SESSION 4 CHAIR: Jeremy Bradshaw, Founder & Director, F&P INTRODUCTION: Andrew Sabatino, Director & Co-founder, Donor Republic</p> <p style="text-align: center;">Why is Structured Giving good for fundraising? (And how to talk to your donors about it)</p> <p style="text-align: center;">GEOFF DAY, OAM, Chair, The Day Family Foundation// KATE BOWDITCH, Head of Partnerships & Development, Australian Philanthropic Services FACILITATOR: Fiona Atkinson, Content Creator, F&P</p> <p style="text-align: center;"><i>Session sponsored by</i></p> <p style="text-align: center;"></p> | |
| 1000-1030 | MORNING TEA | |
| | <p>MAJOR GIFTS BALLROOM 2 Chair: Fiona Atkinson, Content Creator, F&P</p> <p style="text-align: right;"><i>Sponsored by</i> </p> | <p>GRANTS BALLROOM 3 Chair: Clare Joyce, Content Director, F&P</p> <p style="text-align: right;"><i>Sponsored by</i> </p> |
| 1030 - 1120 | <p style="text-align: center;">SESSION 5A</p> <p style="text-align: center;">Dream big together: How SCHF secures transformational gifts</p> <p style="text-align: center;">TODD PREES, CEO, Kids with Cancer Foundation Australia // CAROLINE ONGLEO-CALUB, Director of Trusts & Foundations, Sydney Children's Hospitals Foundation</p> | <p style="text-align: center;">SESSION 5B</p> <p style="text-align: center;">From frustration to triumph: How to win more grants & tenders - an Assistance Dogs success story</p> <p style="text-align: center;">JULIA RIDULFO, Fundraising & Philanthropy Manager, Assistance Dogs Australia // BARBARA BRANGAN, Grants Consultant, Assistance Dogs Australia</p> |
| 1125 - 1215 | <p style="text-align: center;">SESSION 6A</p> <p style="text-align: center;">How the Perkins is harnessing LinkedIn for strategic relationship building and major gifts</p> <p style="text-align: center;">SHANNON HAGGERTY, Key Relationships Specialist, Harry Perkins Institute of Medical Research</p> | <p style="text-align: center;">SESSION 6B</p> <p style="text-align: center;">How Variety NSW/ACT built a foundation for growth - a case study in developing an effective grants strategy</p> <p style="text-align: center;">CRAIG HUNTER, Client Services & Business Development Manager, Strategic Grants // BERTA YOUAKIM, Head of Fundraising, Variety NSW/ACT</p> |
| 1215 - 1315 | LUNCH | |
| | <p>MAJOR GIFTS BALLROOM 2 Chair: Jeremy Bradshaw, Founder & Director, F&P</p> <p style="text-align: right;"><i>Sponsored by</i> </p> | <p>GRANTS BALLROOM 3 Chair: Clare Joyce, Content Director, F&P</p> <p style="text-align: right;"><i>Sponsored by</i> </p> |
| 1315 - 1405 | <p style="text-align: center;">SESSION 7A</p> <p style="text-align: center;">Accelerating your major gifts through a Total Development Fundraising Plan</p> <p style="text-align: center;">JAMES GARLAND, Principal Director, DGB Global</p> | <p style="text-align: center;">SESSION 7B</p> <p style="text-align: center;">How to use technology to win grants (and when not to)</p> <p style="text-align: center;">KATE WILSON, National Grants & Funding Specialist, Purpose Plus</p> |
| 1410 - 1500 | <p style="text-align: center;">SESSION 8A</p> <p style="text-align: center;">The simplicity of capital campaigns: How to raise \$15 million in 18 months</p> <p style="text-align: center;">ALESHA HOPE, Campaign Manager, Cranford Hospice</p> | <p style="text-align: center;">SESSION 8B</p> <p style="text-align: center;">Demystifying the world of invitation-only funders: A strategic approach to invitation-only grant-seeking</p> <p style="text-align: center;">LAUREN VERTIGAN, Grants Strategist, Strategic Grants// CHRIS MILLS, Grants Strategist, Strategic Grants</p> |

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| 1500 - 1530 | AFTERNOON TEA | <small>Sponsored by</small>  |
| | BALLROOM 3 Chair: Fiona Atkinson, Content Creator, F&P | |
| 1530 - 1620 | SESSION 9 Highlights from the 2024 Australian Major Gifts Benchmarking Study and how Médecins Sans Frontiers Australia uses benchmarking to improve its major gifts program MAT FISHER, Senior Consultant, Xponential // DEBBIE KOSH, Senior Fundraising Manager, Philanthropy & Partnerships, Médecins sans Frontières | |
| 1625 - 1715 | SESSION 10 The \$500 cupcake. Why major gifts fundraisers should go big and bold and how Victor Change does it ROB BYRNE, Head of Philanthropy, Victor Chang Cardiac Research Institute | |
| 1715 - 1815 | NETWORKING DRINKS | |

| DAY THREE: Thursday 31 October 2024 | | |
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| GIFTS-IN-WILLS /CORPORATE PARTNERSHIPS | | |
| 0815 | REGISTRATION / ARRIVAL TEA & COFFEE | |
| 0900 - 1000 | CORPORATE PARTNERSHIPS BALLROOM 2 Chair: Clare Joyce, Content Director, F&P | GIFTS-IN-WILLS BALLROOM 3 Chair: Fiona Atkinson, Content Creator, F&P <small>Sponsored by gatheredhere</small> |
| | SESSION 11A How a young charity, Dolly's Dream, built a stellar corporate partnerships program SALLY SWEENEY, Head of Dolly's Dream | SESSION 11B Breathing new (creative) life into your GIW program STUART GHENT, Executive Creative Director, Donor Republic |
| 1000 - 1030 | MORNING TEA | |
| 1030 - 1120 | CORPORATE PARTNERSHIPS BALLROOM 2 Chair: Jaime Lines, Digital Marketing Specialist, F&P | GIFTS-IN-WILLS BALLROOM 3 Chair: Jeremy Bradshaw, Founder & Director, F&P <small>Sponsored by gatheredhere</small> |
| | SESSION 12A Beyond a case for support: building a winning corporate credentials document SHARON DANN, Co-founder, Stellar Partnerships // LINDA GARNETT, Co-founder, Stellar Partnerships | SESSION 12B Once a supporter, always a supporter? Using phone to find your Gifts-in-Wills supporters in the most unlikely places ROSS ANDERSON, Senior Manager – GIW, The Lost Dogs' Home //, ROBERTA ARMITAGE, Bequest Manager, Kidney Health Australia // DARREN MUSILLI, CEO, Apple Marketing Group |
| | SESSION 13A How Berry Street built a strategic corporate partnership through reciprocity and expertise. And how you can too. CHRISTOPHER MacLEOD, Corporate Relations Manager, Berry Street | SESSION 13B Making the case for investment in your Gifts-in-Wills program LISA MILLER, Account Director, Synergy Fundraising |
| 1125 - 1215 | | |

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| 1215 - 1315 | LUNCH | | <i>Sponsored by</i> |
| | CORPORATE PARTNERSHIPS BALLROOM 2 Chair: Jeremy Bradshaw, Founder & Director, F&P | GIFTS-IN-WILLS BALLROOM 3 Chair: Fiona Atkinson, Content Creator, F&P | <i>Sponsored by</i> |
| 1315 - 1405 | SESSION 14A Unlocking corporate budgets: two success stories HAILEY CAVILL-JASPERS, Chief DoGoodologist, Cavill & Co // NICKY BOWIE, CEO, Hospitals United for Sick Kids// ELISA DILLON, Partnerships Manager, Foodbank Victoria // PATRICK HASSETT, Community & Stakeholder Engagement Manager, Coles//ADISA HUBANIC, Social Impact Manager, Chobani | SESSION 14B This is not a cut and paste story. How tailoring your Gifts in Wills program produces outstanding results CATHERINE BROOKS, CEO Wendy Brooks Consulting // REBECCA ADAM, CEO Expression Australia | |
| 1410 - 1500 | SESSION 15A The power, passion and perils: A practical guide to partnerships with RFDS WA REBECCA MADDERN, Director of Community Relations, RFDS WA | SESSION 15B Online Wills: The Big Legal Questions - answered RICA EHLERS, Senior Probate Lawyer, Gathered Here Legal | |
| 1500 - 1530 | AFTERNOON TEA | | <i>Sponsored by</i> |
| | CORPORATE PARTNERSHIPS BALLROOM 2 Chair: Clare Joyce, Content Director, F&P | GIFTS-IN-WILLS BALLROOM 3 Chair: Fiona Atkinson, Content Creator, F&P | <i>Sponsored by</i> |
| 1530 -1620 | SESSION 16A How to move from transactional to transformational partnerships (in a tough environment) TANYA HUNDLOE, Managing Director, Social Money Solutions // KATRINA SAMIOS, CEO, Financial Basics Foundation | SESSION 16B Understanding large gifts in wills and the people who leave them MORGAN KOEGEL, Managing Director, Bequest Assist | |
| 1625 - 1715 | SESSION 17A Evolution, impact and ripple effects: QBE Insurance and ActionAid Australia LAUREN HICKS, Head of Social Impact and Global Head of QBE Foundation// SARAH BAYJOO, Philanthropy & Partnerships Manager, ActionAid Australia | SESSION 17B A winning strategy: Guide Dogs five-year plan (and its radical results) GARY BRISTOW, Chief Philanthropy Officer, Guide Dogs NSW | |
| 1705 - 1710 | Closing Remarks | Closing Remarks | |

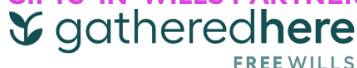
PRINCIPAL PARTNER



MAJOR GIFTS PARTNER



GIFTS-IN-WILLS PARTNER



GRANTS STREAM PARTNER



BURSARY PARTNER



SUPPORTERS



WI-FI PARTNER



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