

Principal partner



PROGRAM SCHEDULE

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

DAY ONE: Tuesday 28 October 2025 MASTERCLASSES		
8am	REGISTRATION & ARRIVAL TEA/COFFEE	
8:30 – 10:10am	JONES ROOM Masterclass 1 (part 1) Gifts -in Wills Gifts in Wills Bootcamp: Elevate and future-proof your GIW program ANDREW SABATINO, Co-Founder, Director, Donor Republic	HARRIS ROOM Masterclass 2 (part 1) Major Gifts Capital & capacity campaigns: where do I begin? TESSA IRWIN, Group Account Director – Philanthropy & Partnerships, Donor Republic
10:10 – 10:30	MORNING TEA	
10:30 – 12:00	Masterclass 1: (part 2) Gifts-in-Wills	Masterclass 1: (part 2) Major Gifts
1200 – 1:00pm	LUNCH	
1:00 – 3:10pm	HARRIS ROOM Masterclass 3 (part 1) Corporate Partnerships Beyond sponsorship: building brave, values-aligned partnerships that last CATHERINE BROOKS, CEO, Equitable Philanthropy GILL WHELAN, General Manager, DECJUBA Foundation & TANK Foundation	
3:10 – 3:30pm	AFTERNOON TEA	
3:30 – 5pm	Masterclass 3: (part 2) Corporate Partnerships	

DAY TWO: Wednesday 29 October 2025

MAJOR GIFTS/ GRANTS

0830	REGISTRATION & ARRIVAL TEA/COFFEE	
0900 - 1020	WATTLE/THOMAS/BROADWAY/JONES ROOM SESSION 5 Major gifts in 2025: lessons from leaders MAT FISHER, Senior Consultant, Xponential // MOLLY MASIELLO, Director, FR&C JEN CRAMOND, National Manager, Partnerships & Philanthropy, Mission Australia // SHARNEY BOWEN, Philanthropy Director, Karrkad Kandjdi Trust // CELIA PAOLONI, Philanthropy Manager, Jesuit Mission	
1020-1050	MORNING TEA	
1050 - 1140	MAJOR GIFTS WATTLE/THOMAS	GRANTS BROADWAY/JONES Sponsored by 
	SESSION 6A From \$5K to \$50K (and far beyond): how strategic leveraging unlocked major funding at Plan International Australia HAYLEY SMITH, Philanthropy Lead, Plan International Australia // ZACHARY FLETCHER, Philanthropy Advisor, Plan International Australia	SESSION 6B Follow the money: how to position your charity for funding from PAFs, PUAFs and Sub-Funds CATHERINE BROOKS, CEO & Founder, Equitable Philanthropy
1145 - 1235	SESSION 7A Building Wairarapa Station: How Wellington Free Ambulance raised \$8.5M CLAIRE CARRUTHERS, General Manager of Fundraising and Communications, Wellington Free Ambulance // RACHEL WILSON, Head of Communications, Wellington Free Ambulance	SESSION 7B How Learning Links secured a multi-year grant from Paul Ramsay Foundation JO GARNER, CEO of Strategic Grants // HEATHER MONK, General Manager, Fundraising, Learning Links
1235 - 1335	LUNCH	
1335 - 1425	MAJOR GIFTS WATTLE/THOMAS	GRANTS BROADWAY/JONES Sponsored by 
	SESSION 8A The life & times of a Major Gifts Fundraiser: navigating a career in Philanthropy MICHELLE VARCOE, CEO & Founder, Gembridge // AHMAR IMAM, Head of Philanthropy, Cancer Council, NSW // TORI GRIMES, Head of Philanthropy, World Vision Australia	SESSION 8B From grants to growth: how AMCS boosted organisational giving by 80% in five years SARAH WETTON, Grants Manager, Australian Marine Conservation Society // TOONI MAHTO, Campaigns Director, Australian Marine Conservation Society // PHIL HARGRAVE-SMITH, Philanthropy Development Manager, Australian Marine Conservation

1430 - 1520	SESSION 9A Less is more: How to build Major Gift pipelines that convert, with more intel and less time GUILLERMO LOZANO-LEO, Philanthropy Executive, ChildFund Australia// KATIE DUDLEY, Partnerships & Business Development Manager, Dataro	SESSION 9B The crossover strategy: how to turn grant writing strategies into corporate wins ANNA DEASON, Grants Manager Leukaemia & Blood Cancer New Zealand // ANNABEL LUSH, Business Manager Leukaemia & Blood Cancer New Zealand
1520 - 1550	AFTERNOON TEA	
1550 - 1700	WATTLE/THOMAS/BROADWAY/JONES SESSION 10 The art and science of the high stakes ask: how to lead conversations that secure the gift DR ERICA MYERS-DAVIS, Chief Provocateur, Xponential (The big gift specialists) SIMONE PLUNKETT, Senior Consultant, Xponential (The big gift specialists)	
1700 - 1800	NETWORKING DRINKS	

DAY THREE: Thursday 30 October 2025 GIFTS-IN-WILLS /CORPORATE PARTNERSHIPS			
0830	REGISTRATION / ARRIVAL TEA & COFFEE		
0900 - 1000	CORPORATE PARTNERSHIPS WATTLE/THOMAS	<i>Sponsored by</i> 	GIFTS-IN-WILLS BROADWAY/JONES
	SESSION 11A The million-dollar question: how much should you ask for in a Corporate Partnership? SHARON DANN, Co-founder, Stellar Partnerships // LINDA GARNETT, Co-founder, Stellar Partnerships	SESSION 11B Is your Gifts in Wills program up to scratch? ANDREW SABATINO, Co-founder & Director, Donor Republic	<i>Sponsored by</i> 
1000 - 1030	MORNING TEA		
1030 - 1120	CORPORATE PARTNERSHIPS WATTLE/THOMAS	<i>Sponsored by</i> 	GIFTS-IN-WILLS BROADWAY/JONES
	SESSION 12A The power playbook: how to win corporate partnerships that actually matter MELISSA WILLIAMS, Head of Fundraising and Marketing, Variety Victoria	SESSION 12B Gifts in Wills without the guesswork: how Garvan's planning for the long game MEGAN MAYA, Consultant, More Impact // CHRISTEL WILSON, Head of Fundraising, Garvan Institute of Medical Research// RACHAEL ARROTT Future Giving Manager, Garvan Institute of Medical Research	<i>Sponsored by</i> 

1125 - 1215	SESSION 13A Building the plane while flying it: how Peter Mac launched a corporate partnerships program from the ground up SARAH HORNBY, Head of Philanthropy, Peter MacCallum Cancer Foundation // ERIN KEFALAS, Corporate Partnerships Manager, Peter MacCallum Cancer Foundation	SESSION 13B A tale of two charities: How World Animal Protection and Jesuit Mission grew their Gifts in Wills programs LISA MILLER, Account Director, Synergy Fundraising// HAYLEY GALLERY, philanthropy Manager, World Animal Protection// PAULA O'SULLIVAN, Social Media Strategist & Owner, Possum Digital// SUSAN VAZ, Supporter Relations & Retention Manager, Jesuit Mission Australia
1215 - 1315	LUNCH <i>Sponsored by</i> 	
1315 - 1405	CORPORATE PARTNERSHIPS WATTLE/THOMAS <i>Sponsored by</i> 	GIFTS-IN-WILLS BROADWAY/JONES <i>Sponsored by</i> 
	SESSION 14A How to build a Gold Standard partnership – Specsavers and The Fred Hollows Foundation STEPHNE VAUGHAN, Relationship Manager, The Fred Hollows Foundation NZ// BRONTE PHILLIPPS, Global Partnerships Manager, The Fred Hollows Foundation// CATHY RENNIE MATOS, Head of Sustainability, Specsavers	SESSION 14B How Australia for UNHCR has inspired a generation of Gifts in Wills using an integrated, omni-channel approach, including DRTV AYLIN SALT, Senior Philanthropy Manager – Gifts in Wills and Major Donors, Australia for UNHCR // LAUREN SCHILG, Senior Producer, DTV Group
1410 - 1500	SESSION 15A Building big: how a small nonprofit secured a million-dollar partnership with Coles ELIZABETH TREWHELLA, National Philanthropy Manager, Fitted for Work // SUSIE PAVEY, Partnerships Manager, Fitted for Work	SESSION 15B Pack your bags fundraisers: A global tour of bold Gifts in Wills campaigns JON JACQUES, Global Fundraising Specialist – Legacies, Amnesty International // NAOMI VAUGHAN, Legacy Specialist, Amnesty International
1500 - 1530	AFTERNOON TEA	
1530 -1620	CORPORATE PARTNERSHIPS WATTLE/THOMAS <i>Sponsored by</i> 	GIFTS-IN-WILLS BROADWAY/JONES <i>Sponsored by</i> 
	SESSION 16A How to find corporate partners (and when you do, what to give them and how to keep them) RACHEL WILSON, Head of Communications, Wellington Free Ambulance	SESSION 16B The Gold Standard: How RSPCA QLD transformed its bequest program with data-driven, targeted stewardship THERESA SCANLAN, Philanthropy Manager, RSPCA Qld

1625 - 1715	SESSION 17A Corporate Partnerships - insights from industry leaders SARAH HORNBY, Head of Philanthropy, Peter MacCallum Cancer Foundation // BRONTE PHILLIPPS, Global Partnerships Manager, The Fred Hollows Foundation// MELISSA WILLIAMS, Head of Fundraising and Marketing, Variety Victoria// LINDA GARNETT, Co-founder, Stellar Partnerships// RACHEL WILSON, Head of Communications, Wellington Free Ambulance	SESSION 17B Gifts in wills acquisition success - a campaign case study from Cerebral Palsy Alliance EMMA FEATHERSTONE, Relationship Manager Gifts in Wills, Cerebral Palsy Alliance // BRIDGETTE BIRDSALL, Senior Digital Experiences Manager, Cerebral Palsy Alliance
1715 - 1720	Closing Remarks	Closing Remarks

THANKS TO OUR PRINCIPAL PARTNER



AND OUR WONDERFUL PARTNERS



CORPORATE PARTNERSHIPS
STREAM PARTNER



GIFTS IN WILLS
STREAM PARTNER



Gembridge
GRANTS STREAM
PARTNER



BURSARY PARTNER



WIFI PARTNER



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SUPPORTER



EXHIBITOR



EXHIBITOR



EXHIBITOR