

AFP NC Philanthropy Conference

Room Name	Time	TOPIC/SPEAKERS
Carolina A	10:15	Karr, Marion & Craig Long, Jean: Creating a Value-Focused & Accomplishment-Driven Work Ethic/Environment
Carolina B & C	10:15	Bradham, June: Boomers to Echo Boomers: Engaging Major Donors across the Generations
Concord C	10:15	Manfield, Carl M.: How To Succeed When Making The Ask
Concord D	10:15	Joslin, John & Starr, Rhonda: Planning to Keep Your Donors
Fairway	10:15	Miller, Kivi & Meyerhoff, Claire: In Search of the Little Black Dress: Finding the Stories That Will Raise the Most Money
Harrisburg	10:15	Jones Niggel, Sabrina: Before You Get the Grant: Planning, Preparation, and Proposals
Kannapolis A	10:15	Ahern, Tom: Direct Mail for Smaller Non-profits
Kannapolis B	10:15	Burrows, Alan & Blanchard, Mike: Sharing the Joy of Generosity in a New Economy
Carolina A	11:30	Feldmann, Derrick: How Young Donors Want to be Engaged: A Survey of Young Donor Expectations
Carolina B & C	11:30	FUNDERS PANEL
Concord C	11:30	Novom, Martin: Making the Ask: The solicitation clinic
Concord D	11:30	Jones, F. Whitney: Behind every great campaign is a great campaign leader PANEL
Fairway	11:30	Osborne, Amanda & Cox, Karin: After the Party... Now What?
Harrisburg	11:30	Rowland, Lyn: The Seven Stages of Moves Management
Kannapolis A	11:30	McLeod, Chris: How to Build a Pipeline of Major Gifts: A "Cooking Light" Recipe for Planned Giving
Kannapolis B	11:30	Perry, Gail: Taking Your Annual Fund to New Heights: Out of the Box Strategies to Help Catapult Your Fundraising Results
Carolina A	2:15	Rowles, Eric: TRUE COLORS – Why YOUR Leadership Style Compliments (or Collides) with your Colleagues and Board Members
Carolina B & C	2:15	SOCIAL MEDIA PANEL
Concord C	2:15	Smith, Jerry: Rules of the Road to Success
Concord D	2:15	Knight, Stephen: Using Your Prospect Research: Application of Ethics & Privacy in Fundraising
Fairway	2:15	Ress, Sandy: 4 Simple Steps to Building Donor Relationships and Fully Funding Your Mission Using Donor-Based Fundraising
Harrisburg	2:15	Jones Niggel, Sabrina: After You Get the Grant: Strengthening Grantor-Grantee Relations
Kannapolis A	2:15	Ahern, Tom: Master Class TICKETS REQUIRED
Kannapolis B	2:15	Joyaux, Simone: Master Class TICKETS REQUIRED
Carolina A	3:30	McDowell, Patton: Aligning Your Personal & Organizational Strategic Plans
Carolina B & C	3:30	McGrady, Wendy: Making a Successful Ask
Concord C	3:30	McIntire, Clifton: Understanding Tomorrow's Market Can Double Your Effectiveness Today
Concord D	3:30	Listrom, Elsie: Fishing for Muskies: Using Data Analytics to Maximize Your Catch in Every Pond
Fairway	3:30	Russ, Paul & Johnson, Janell: Developing a Fundraising Plan: Creating Reasonable and Aspirational Expectations
Harrisburg	3:30	Gail Perry: Calling All Board and Staff Leaders: Create a Fired Up Board Making Friends and Raising Funds for Your Cause