

BREAKOUT SESSIONS BY TIME (PLEASE SEE REVERSE SIDE FOR THE FULL DAY SCHEDULE OF EVENTS)

9:15-10:15 AM

Major Gifts: The Art of Persuasion - SALON CD

Presented by Rob Ayles, Senior Associate Director of Development, School of Arts and Sciences at Tufts University (Moderator); Jeremy Cramer, Chief Development Officer, Facing History and Ourselves; Chris Mann, Vice President of Corporate Partnerships, City Year; Rebecca Scott, Senior Director of Development and Alumni Relations, Tufts University School of Medicine

#majorgifts

Annual Giving Analytics: Human Insight, at Scale - SALON JK

Presented by Alex Oftelie, Senior Vice President, Decision Science, Bentz Whaley Flessner

#annualgiving

Breaking the Myth: You Can Change Sectors! - PROVINCETOWN

Presented by Libby Roberts, Senior Vice President, Lindauer Global (Moderator); Alexandra Fuchs, Chief Operating Officer, Boston Symphony Orchestra; Mike McNally, Vice President of Development, Massachusetts General Hospital

#careers, #talent

Grant Writing by Committee - SIMMONS (THIRD FLOOR)

Presented by Sue Marble Cuthbert, Director of Development, Project Hope; Alison Glastein Gray, President, Pear Associates, LLC; Trevor Wissink-Adams, Managing Director of External Affairs and Development, Phoenix Charter Academy Network

#cfr, #leadership

Doing More with Less: Essential Management Strategies for Small Shops - SALON AB

Presented by Beth Garvin, Founder and Principal, Elizabeth Garvin Consulting and Elizabeth Saltonstall, Fundraising Consultant, Saltonstall Consulting

#smallshops, #leadership, #annualgiving, #majorgifts, #talent, #marketing, #emergingleaders

Trends in Fundraising - SALON HI

A roundtable discussion facilitated by Brian Nevins, Principal and Managing Director, CCS Fundraising and Sarah Krasin, Corporate Vice President, CCS Fundraising

#leadership, #campaigns

Giving Black - VINEYARD

Presented by Bithiah Carter, President and CEO, New England Blacks in Philanthropy

#leadership, #emergingleaders

Vote Your Conscience: A Live Polling Session about Ethics in Fundraising - WELLESLEY (THIRD FLOOR)

Presented by Mary Doorley Simboski, Lecturer, Boston University and Gavan Mooney, President and Chief Client Officer, Changing Our World

#ethics, #leadership

Reputation Management in a Crisis - SUFFOLK (THIRD FLOOR)

Presented by Diana Pisciotta, President, Denterlein

#marketing

10:30-11:45 AM

Building a Culture of Philanthropy - SALON CD

Presented by Arlene Fortunato, Senior Vice President for Advancement, The Greater Boston Food Bank (Moderator); Liz Page, CFRE, Principal, Liz Page Associates; Sharon Reilly, Senior Director, The Greater Boston Food Bank

#majorgifts, #leadership, #annualgiving, #cfr, #special events, #marketing

Speaking as a Donor... Are You Listening? - SALON AB

Presented by Simone P. Joyaux, ACFRE, Adv Dip, FAFP, Joyaux Associates

#annualgiving, #majorgifts, #talent, #plannedgiving, #innovation

Social Justice Strategies to Combat Sexual Harassment - VINEYARD

Presented by Alexis Kanda-Olmstead, Director of Advancement Talent Management, Dartmouth College

#careers, #talent, #leadership, #majorgifts, #specialevents, #ethics, #emergingleaders

Ten Steps to Your Organization's Grant-Readiness - SUFFOLK (THIRD FLOOR)

Presented by Maura Harrington, Senior-level grant professional and nonprofit manager

#cfr, #leadership, #marketing, #ethics, #innovation, #emergingleaders

When Prospect Research Isn't Your Main Job But You Still Have To Do It - WELLESLEY (THIRD FLOOR)

Presented by Helen Brown, President, The Helen Brown Group and Suzy Campos, Director of Prospect Information & Strategy, Amherst College

#innovation, #smallshops

Building the Plane While Flying It - SIMMONS (THIRD FLOOR)

Presented by Bill Weber, President, Development Guild DDI (Moderator); Cassandra Ryan, VP and Chief Development Officer, Unitarian Universalist Service Committee; Paula Sakey, Vice President Institutional Advancement, Wentworth Institute of Technology; Angela Yarde, Associate Director, Dorchester Bay Economic Development Corporation

#leadership, #majorgifts

The Intersection of Race, Class, Diversity and Inclusion in Fundraising - SALON HI

Presented by Jatrice Martel Gaiter, Executive Vice President External Affairs, Volunteers of America (Moderator); Erica Cabag, Director of Annual Giving, The Cambridge School of Weston; Favin Gebremariam, Philanthropy Officer, Oxfam America; Earl Granger III, Associate Vice President, Development, William & Mary

#leadership, #emergingleaders

Pan-Mass Challenge: Maximize Fundraising Potential to Overcome Declining Industry Trends - SALON JK

Presented by Billy Starr, Founder, Pan-Mass Challenge and Michele Sommer, Chief Financial Officer, Pan-Mass Challenge

#leadership, #majorgifts, #cfr, #plannedgiving, #emergingleaders

The Goldilocks Effect on Events: Too Small, Too Large, Just Right - PROVINCETOWN

Presented by Laurie Maranian, Director of Development, Cardinal Cushing Centers; Katie Quackenbush Spiegel, Director, Philanthropy Communications & Donor Relations, New England Baptist Hospital; Jennifer Whitman, Owner, Saphier Events

#specialevents

2:00-3:15 PM

Inspiring the Largest Gifts of Your Lifetime - SALON CD

Presented by Judy Sager, Executive Director of Planned Giving, American Technion Society (Moderator); Melany Duval, Chief Philanthropy Officer, Dana-Farber Cancer Institute; Patricia Jackson, Vice President for Development, Brown University; Cameran Mason, Chief Development Officer, Museum of Fine Arts Boston

#majorgifts

Donor-Retention Strategies: What the Research Tells Us - SALON AB

Presented by Tom Ahern, Author and Direct Marketing Specialist

#annualgiving, #leadership, #majorgifts, #marketing, #innovation, #emergingleaders

Why and How to Become a CFRE - SUFFOLK (THIRD FLOOR)

Presented by Ashley Gatewood, Marketing Manager, CFRE International

#careers, #talent

Meet the Funders: A Panel of Funding Organizations - PROVINCETOWN

Presented by Wendy Ballinger, Director of Development, Associates of the Boston Public Library (Moderator); Katie Everett, Executive Director, The Lynch Foundation; Gioia Perugini, Associate Director, Hemenway & Barnes; Joel Swets, Executive Director, Cummings Foundation

#cfr

From Namebadge to Naming Gift: Turning Event Attendees into Donors - SALON HI

Presented by Mike Peluse, Vice President of Development, Handel and Haydn Society (Moderator); Maggie Burns, Vice President of Philanthropy and External Affairs, St. Francis House; Anuradha Desai, Senior Vice President for External Relations, Edvestors

#smallshops, #specialevents

Fundraising Challenges and Opportunities for Local Chapters of Large National Nonprofits - VINEYARD

Presented by Cathy Needham, VP, Development, American Heart Association and Anne Holden, Senior Director, Development, American Heart Association

#leadership, #annualgiving, #cfr, #specialevents, #marketing

Diversity: The Value Side of the Equation - WELLESLEY (THIRD FLOOR)

Presented by Beth Chandler, President & CEO, YWBoston (Moderator); Aixa Beauchamp, Managing Director, Beauchamp Associates; Elsa Gomes Bondlow, Chief Development Officer, International Institute of New England; Zena Lum, Senior Consultant, Lindauer

#leadership, #emergingleaders

Driving Success in an Established Planned Giving Program - SIMMONS (THIRD FLOOR)

Sam Samuels, Director of Gift Planning, Smith College; Mary Moran Perry, Director of Planned Giving, Milton Academy

#plannedgiving

Drive Donor Engagement with Social Media - SALON JK

Presented by Julia Campbell, Marketing and Social Media Expert

#marketing

3:30-4:30 PM

Making the Ask: A Fundamentals Session featuring Bottom Line Skills - SALON AB

Presented by Kristina Lentz Capano, Assistant Dean for Development and Alumni Relations, Boston University's Sargent College of Health and Rehabilitation Sciences

#majorgifts, #annualgiving, #plannedgiving, #ethics, #emergingleaders

Beyond Asking for Money: How Seeking Donor Feedback Can Inspire Transformational Giving - SUFFOLK (THIRD FLOOR)

Presented by Tiffany Reed, Vice President, CCS Fundraising and Elizabeth Cunningham, Senior Development Officer, Archdiocese of Boston

#annualgiving, #leadership, #campaigns

Etiquette in Fundraising - PROVINCETOWN

Presented by Libby Roberts, Senior Vice President, Lindauer (Moderator); Erica Cabag, Director of Annual Giving, The Cambridge School of Weston; Rebecca Crawford, Executive Vice President, Development, Boys & Girls Clubs of Boston; Lynd Matt, Associate Director, WGBH

#careers, #talent

Navigating Leadership Transitions at Foundations - SIMMONS (THIRD FLOOR)

Presented by David Gordon, Senior Director of Foundation Relations, MIT (Moderator); Dayna Cunningham, Executive Director, Community Innovators Lab at MIT; David Gillerman, Director of Foundation Relations, Boston University School of Medicine; Melinda Marble, Executive Director, Patrick J. McGovern Foundation

#cfr

Planned Giving Basics: Everything You Need to Know About Planned Giving You Learned in Kindergarten - WELLESLEY (THIRD FLOOR)

Presented by Meryl Cosentino, JD, Senior Director of Gift Planning, Stony Brook University

#smallshops, #plannedgiving

Building a Collaborative Vision with Constituents using Collective Intelligence and Artificial Intelligence (AI)

THIS SESSION WAS CANCELLED AND ATTENDEES WERE NOTIFIED BY EMAIL ON NOVEMBER 21, 2019. PLEASE CHOOSE FROM THE OTHER 3:30 P.M. SESSIONS.

#leadership, #annualgiving, #majorgifts

How to Work with Donors Who Want Specific Things: Case Studies on Transformational Philanthropy in Small, Medium, and Large Shops - SALON CD

Presented by Martha Hanlon, AVP, Newton-Wellesley Hospital (Moderator); Kim Cayer, Philanthropy Director, The Children's Room; Nicole Dumas, Director, Boston Latin School Association; Shawn Fitzgibbons, Senior Director of Principal Gifts, Mass General Hospital

#leadership, #annualgiving, #majorgifts

Beyond Philanthropy: Economic Justice through Impact Investing - SALON JK

Presented by Aliana Pineiro, Director of Impact, Boston Impact Initiative and Lucas Turner-Owens, Fund Manager, Boston Ujima Project

#leadership, #emergingleaders, #impact investing

Stages of Campaigns: A Marketing Perspective - SALON HI

Presented by Neal Kane, President, Libretto; Anne Callahan, Partner, Brand and Creative Strategy, kor group; Katelyn Quynn, Chief Development Officer, Hebrew SeniorLife; Terri Robinson, Director, Brand Advancement and Content Strategy, Hebrew SeniorLife

#campaigns, #marketing

*Session descriptions and biographies are provided on the chapter website at www.afpmass.org.