



Fearless: Thriving in a World of Changing Expectations

	Essential Leadership	Sustainable Fundraising	Innovation	Engagement	New to the Scene: Fundraising Basics
8:30 - 9:30	Opening Plenary: "Fearlessness" Jean Case, Case Foundation (tent)				
9:45 - 11	Building a Culture of Sustained Innovation	Corporate Engagement: From Checkbook Philanthropy to Comprehensive Partnerships - Lynne Filderman & Glenn Kaufhold	Building a Culture of Sustained Innovation	Branding for Mission - Mauricio Giammattei & Kevin Kelsick	Basics of Annual Giving - Rachel Ramjattan & Brian Lauterbach
11:15 - 12:30	How to Fire a Board Member & Other Board Management Issues - Gerry Zarnecki	Money on the Table: Monthly Giving & Middle Donors - Carlton Ford	Technology & Exponential Growth for Social Good	What's Your Story and How Do You Tell it?	Turning Your Events Into Money Makers - Rachel Ramjattan & Brian Lauterbach
12:30 - 1:45	Tweetfest: What Are We Learning? Luncheon Keynote: "Cause for Change" Derrick Feldmann				
2 - 3:15	Financial Resiliency - Andrea Mills	The Secret Sauce of Major Gifts - Alexandra Mandado & Mark Cole	Design Thinking & Solution Design for Social Innovation	Relentless Relationship Building - Claudia Welsh	Basics of Major Gifts - Rachel Ramjattan & Brian Lauterbach
3:30 - 4:30	Shark Tank				