

## THE FUNDRAISING CONVENTION COMPANION: FUNDRAISING MANAGERS

Fundraising Convention is a hive of activity and with so much going on, it's easy to miss that perfect session. So, if you're looking to improve your knowledge of different fundraising disciplines or find new ways to motivate your team, we have put together a suggested schedule of sessions focused on a variety of subjects to help you and your team's performance, helping you to make the most of Fundraising Convention.

### ► MONDAY 2 JULY 2018

09:15 - 10:15	<u>Plenary speaker - Will Gompertz</u>
10:30 - 11:30	<u>How to build and lead a great fundraising team - Crisis and Autistica</u>
12:00 - 13:00	<u>Free gingerbread for everyone! Creating a multifaceted campaign</u>
14:15 - 15:00	<u>Walk on the wild side - combining events and community fundraising</u> <u>The psychology of negotiation &amp; the art of getting what you want</u>
15:15 - 16:00	<u>Creating and implementing a two-year multi-channel fundraising and communication campaign</u> <u>You and I need to talk</u>
16:30 - 17:30	<u>How to build Facebook into your regular giving programme: Be proud, be sexy, be converting</u>



► **TUESDAY 3 JULY 2018**

09:15 - 10:15	<u>Community fundraising stewardship - future direction</u>
10:45 - 11:30	<u>Learning from your mistakes</u>
11:45 - 12:30	<u>Six critical building blocks to transform your legacy strategy</u>
<b>13:45 - 14:45</b>	<b><u>Plenary speaker - Fatima Bhutto</u></b>
15:00 - 16:00	<u>The colour of wealth</u> <u>How to get your whole organisation behind delivering great experiences</u>
16:30 - 17:30	<u>Virtual events - flash in the pan or here to stay?</u>

► **WEDNESDAY 4 JULY 2018**

09:15 - 10:15	<u>Tea and cake or death</u>
10:45 - 11:30	<u>Opportunity knocks - putting the supporter at the heart of product development</u>
11:45 - 12:30	<u>Don't like change... leave it in the tip jar...</u>
<b>13:45 - 14:45</b>	<b><u>Plenary speaker - June Sarpong MBE</u></b>
15:00 - 16:00	<u>Commercial partnerships - top tips for growing your commercial income and complying with key legal requirements</u>
16:30 - 17:30	<u>Presentation skills</u> <u>Time management - stewardship for the self; how to bullet journal</u>