



08h00 – 09h00	Registration				
09h00 – 09h10	Welcome				
09h10 – 10h00	Opening plenary				
Room 1			Room 2		
10h05 – 10:45	How Philanthropy is changing in Europe	Chris Carnie (Spain)	10h05 – 10:45	Fundraising Strategy in 7 Steps	Martin Paul (Australia)
10h10 – 11h05	Tea break				
Room 1			Room 1		
11h10 – 11h45	Practical ways to use your data to drive results	Fiona McFee (Australia)	11h10 – 11h45	Building the board you dream of	Simone Joyoux (USA)
11h50 – 12h30	Mobile First	Paul de Gregorio (UK)	11h50 – 12h30	Crowdfunding 101	Michael Gale (USA) & Kavita Mathew (India)
12h30 – 13h20	Lunch				
13h30 – 14h15	How journey mapping can modernise your fundraising	Michael Johnstone (Canada)	13h30 – 14h15	Building a legacy programme from scratch	Adam Buckles (UK) & Lena Vizy (Netherlands)
Room 1			Room 2		
14h20 – 15h00	The Essentials of Major Gift Fundraising	Jan Uekermann (Switzerland)	14h20 – 15h00	Fundraising from US Foundations and how LinkedIn can help	Eelco Keij (Netherlands)
15h00 – 15h15	Tea break				
15h15 – 16h10	The big (little) difference: Writing for Digital	Tom Ahern (USA)	15h15 – 16h10	Winning as the under-dog: how to win large partnerships	Rob Woods & Ben Swart (UK)
16h15– 17h00	How the Red Cross Children’s Hospital Trust raised R10 million in four months through an intensive, multi-pronged creative fundraising campaign Louise Driver and Chantal Cooper (South Africa)				



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