

08h00 – 09h00	Registration				
09h00 – 09h15	Welcome				
09h15 – 09h50	Opening Plenary from IFC 2019 - William Kamkwamba, “The boy who harnessed the wind”				
ROOM 1			ROOM 2		
10h00 – 11:00	<p>Fundraising for introverts. Better networking, phone calls and face-to-face connections. Get the tools and confidence you need to open new doors and boost your fundraising</p>	<p>Nikki Bell (Fundraising Consultant, UK) and Simon Scriver (Consultant and Trainer, UK)</p>	10h00 – 11:00	<p>Wow your donors: How to increase major donor and corporate partnerships income with strategic peak moments. Build the tactics, creativity and confidence to deliberately create more peak moments and raise more money</p>	<p>Ben Swart (Head of New Corporate Partnerships, NSPCC, UK) and Rob Woods (Director Bright Spot Fundraising, UK)</p>
11h00 – 11h25	TEA BREAK				
11h30 – 12h15	<p>Make an offer businesses can't refuse: Unlock your organisation's value to develop high-impact, win-win corporate relationships. Move from treating corporates as ATMs to building shared-value, win-win relationships.</p>	<p>Sky Siu (ED KELY Support Group, Hong Kong) and Emily Au-Young (Founder & CEO Reemi, New Zealand)</p>	11h30 – 12h15	<p>Sustainable Legacy Giving: Strategies to start, grow or hone your bequest programme. Get essential knowledge on legacy fundraising, whether you are starting out, looking to grow or hone your programme.</p>	<p>Lena Vizy (Legacy Programme Manager, Amnesty International, Netherlands) and Ella Lont (Team Leader High Value Fundraising, Greenpeace)</p>
12h14 - 13h00	<p>Philanthropic Orientation - What is it, why does it matter and how do I get one? Explore what it means to have a philanthropic culture within your organisation with a focus on donor-centricity</p>	<p>Prof Adrian Sargeant (ED Institute for Sustainable Philanthropy, UK)</p>	12h15 – 13h00	<p>Everything you ever need to know about high-value giving How to respond to a fast-evolving world of high-value giving with a holistic approach.</p>	<p>Chris Carnie (Director Factory, Spain) and Sophie Vossenaar (Director Fundraising Euope, African Parks)</p>

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13h00 – 13h50	NETWORKING LUNCH				
ROOM 1		ROOM 2			
14h00 – 14h45	<p>The Power of Story: Hacking society’s operating system Help see the invisible stories that shape our behaviour and belief in what’s possible and the common shapes and arcs of powerful stories.</p>	<p>Brian Fitzgerald (Founder and co-director Dancing Fox, Netherlands and Schweta Luthra (Global Fundraising Specialist, UNICEF, Switzerland)</p>	14h00 – 14h45	<p>Sticky Teams: How to recruit and retain talent that sticks How to find amazing talent for your fundraising team and create conditions for them to stick</p>	<p>Kishahana Palmer (Director Kishana & Co., USA)</p>
14h45 – 15h30	<p>Creating Campaigns that catch fire A fun and disciplined approach to building irresistible, memorable, shareable and wildly successful digital fundraising campaigns</p>	<p>Madeline Stanionis (Partner M+R, USA)</p>	14h45 – 15h30	<p>An introduction to neurofundraising and behavioural marketing Understand key learnings from neuroscience to improve donor solicitation</p>	<p>Geoff Peters (President, Moore DM Group, USA)</p>
15h00 – 15h25	TEA BREAK				
15h30 – 16h30	<p>Closing Plenary: Tell your impact story and the funds will flow: Why impact matters for fundraising Tracey Chambers (Co-Founder of The Clothing Bank and GROW Educare Centres, SA) and Gabrielle Habberton (Co-Founder, Relativ Group, SA)</p>				

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