



Connecticut's National Philanthropy Day

Conference Schedule 2019

Friday, Nov. 8, 2019

Trumbull Marriott • 180 Hawley Lane, Trumbull, CT 06611

7:30am Registration

8:00am Awards Breakfast

9:30-10:30am Session 1

- The Funders Perspective with Jay Williams, President, Hartford Foundation for Public Giving
- Disruptive Changes in the Fundraising Landscape with Ninette Enrique, Director of Development, St. Luke's School
- Maximizing Your Social Media with John Grosso, Director of Digital Media, Diocese of Bridgeport
- Data Mining – Finding the Gems in our Midst with Kenn Devane, President and CEO, Mine Tech, Inc

10:45-11:45am Session 2

- Leveraging your board and key donors to be your best asset with Mary Franco, Principal, MGF Consulting
- Creating a Culture of Philanthropy with Holly Doherty-Lemoine, CFRE, Executive Director, Foundations in Education
- The Keys to Marketing and Branding with Carol Cheney, President, Cheney & Co
- Measuring Staff Performance: It's Not Just About the Money with Lisa Ferraro, CFRE, Director of Development and Marketing, Eagle Hill School

12:00-1:00pm Session 3

- Conversation on Best Practices for Board Leadership with Paul J. Sutera, CFRE, Senior Vice President for Advancement & External Affairs, Iona College, and Monica Judge, Member and Past President of Iona College Alumni Association Board of Directors, and Co-founder of Coaches Cure CF.
- Building Financial Rapport with Donors with Steve Jakab, CFRE, President, Bridgeport Hospital Foundation and Larry Raff, President, Copley Raff, Inc.
- Philanthropic Driven Goals, Data Driven Marketing (How to Avoid the Mission Trap) with David A. Snyder, President, Snyder Group Inc.
- Culture, Caring, Communication: how to create the conditions to attract and retain talented staff with Don Hasseltine, Senior Consultant, Aspen Leadership Group

1:00pm Lunch with Keynote Speaker Dan Pallotta, Founder & President, Add Humanity and the Charity Defense Council

3:00pm Round Table Learning

4:00pm Power Hour Networking



Hosted by
The Association of Fundraising Professionals (AFP)
Fairfield County and Connecticut Chapters



For full details and tickets visit www.afpfairfield.org