



TUESDAY 28 FEBRUARY

9:30am - 3:30pm	MASTERCLASS: Moving into Fundraising Management Nigel Harris FFIA CFRE, Mater Foundation	MASTERCLASS: What Every Board Should Know About Fundraising – And What Happens When They Don't Professor Adrian Sargeant, The Center on Philanthropy, Indiana University Kay Sprinkel Grace, Transforming Philanthropy	MASTERCLASS: Bequest - Challenging Boundaries Richard Radcliffe, Smee & Ford	MASTERCLASS: Digital Fundraising Jonathon Grapsas MFIA, flat earth direct, James Appleyard, Artez Interactive,
4:00pm - 5:30pm	Conference registration desk opens			
4:30pm - 5:30pm	First time delegates introduction; come along and meet fellow new delegates and some key FIA volunteers			
5:30pm - 7:30pm	Welcome Reception in the Exhibition Hall			

WEDNESDAY 29 FEBRUARY

7:30am	Registration desk open				
8:30am - 8:45am	Welcome address by FIA CEO Rob Edwards				
8:45am - 9:45am	Syd Herron Oration 'Dare to be Different: Dare to Dream' presented by Kay Sprinkel Grace, Transforming Philanthropy				
10:00am - 11:00 am	Know Your Donors Martin Paul MFIA, More Strategic	Daring to reinvent your Case for Support Terri Sheahan MFIA, and Greg Campitelli MFIA, Xponential Philanthropy	Management Functions (Soft and Hard Skills) Celia Swales, Organisational Development Consultant	What will we leave? A new approach to legacy giving Lucy Gower, NSPCC	Seven simple steps Fiona McPhee MFIA, Pareto Fundraising
11:00am - 11:30am	Morning Tea in the Exhibition Hall				
11.30am - 1:00pm	Philanthropic Psychology Professor Adrian Sargeant, The Center on Philanthropy, Indiana University	Before You Write Peggy Hailstone MFIA, Research Edit Write, Harriett Carter MFIA, Strategic Grants, Miki Potter-Bekkari MFIA, Mater Foundation	Strategy and Market: Windows, Not Mirrors Kay Sprinkel Grace, Transforming Philanthropy	Bequests and Family Provision Claims - what are the Courts telling us? John Baxter, Mills Oakley Lawyers Securing your Bequests through Estate Planning Tony de Kort, Estate Planning Solutions	RENEWAL POWER SESSION: Brisbane Legacy ANZAC Day Appeal Gavan White MFIA, Legacy Brisbane 'Planning - The key to cost-effective segmentation' Sydney Development Fund – Tax Campaign Ana Gatt, University of Sydney What's Working in the Great White North - Examples of successful integrated, multichannel campaigns from Canada Neil Galliaford, Stephen Thomas Ltd
1:00pm - 2:00pm	Lunch in the Exhibition Hall and FIA Annual General Meeting				
2:00pm - 3:15pm	Giving circles: Power by numbers Lesley Ray FFIA CFRE, Mater Foundation and James Boyd MFIA, Artsupport Australia	Being Donor-centred with Foundations: Insights to the people behind the decisions Dr Wendy Scaife EMFIA, Australian Centre for Philanthropy and Nonprofit Studies (ACPNS), introduced by Andrew Thomas, Perpetual Trustees	Creating and managing dynamic fundraising teams Peter Dalton FFIA CFRE, Cambridge University Hospitals	Communication and moves management – bequests Petra Pike MFIA, Scope VIC	Creativity and Innovation Showcase 2012 Tony Elischer, THINK Consulting Solutions
3:15pm - 3:45pm	Afternoon Tea in the Exhibition Hall				
3:45 pm - 5:15 pm	How to Make Your Message Stick Lucy Gower, National Society for the Prevention of Cruelty to Children (NSPCC)	Demystifying the Boardroom – the Trustees Perspective Stacey Thomas, The Myer Family Company	CASE STUDIES IN FUNDRAISING MANAGEMENT: Case Study on Institutional Change Karen van Sacker EMFIA, The University of Queensland Mater Foundation Fundraising Counsel Program Lesley Ray FFIA CFRE, Mater Foundation, Rebecca Hazell MFIA CFRE, Rebecca Hazell & Associates Integrating Standards and Ethics in Management Roewen Wishart EMFIA CFRE, Bush Heritage Australia	The Bequest fit that is a fit for you Ralph Roath FFIA CFRE, Centacare Catholic Family Services VIC Bequests - the practicalities of prospecting, asking and receiving Fiona McPhee MFIA, Pareto Fundraising	ACQUISITION POWER SESSION: Keep the Flying Doctor Flying Katrina Garvin MFIA, Royal Flying Doctors Service QLD Scrawny Dog - Fat Results Alex Green EMFIA CFRE, Guide Dogs NSW/ACT St Vincent's Hospital Acquisition Telephone Fundraising Campaign David Cook MFIA, St Vincents Hospital

THURSDAY 1 MARCH

8:00am	Registration desk open				
8:30am - 9:45am	Keynote address presented by Dan Pallotta				
10:00am - 11:00am	Panel discussion and Q&A: Breaking free of the chains Brian Holmes FFIA CFRE, Xponential Philanthropy, Nigel Harris FFIA CFRE, Mater Foundation, Jennifer Doubell MFIA CFRE, Peter MacCallum Cancer Foundation, Kay Sprinkel Grace, Transforming Philanthropy, Professor Adrian Sargeant, The Center on Philanthropy, Indiana University, Professor Myles McGregor-Lowndes, The Australian Centre of Philanthropy and Nonprofit Studies				
11:00am - 11:30am	Morning Tea in the Exhibition Hall				

THURSDAY 1 MARCH continued

11.30am - 1:00pm	Integration is the new black: how integrating your messages across multiple channels can help you raise more money Marcus Blease MFIA, Cerebral Palsy Alliance - NSW and Lisa Allan, The Smith Family	Small non-profits in the Big Gift World ... Spicing up your major gifts recipe Sean D Hammerle CFRE, PLAID Consulting	Effective Leadership in Fundraising Nigel Harris FFIA CFRE, Mater Foundation	The Good, The Bad and the Ugly of Legacy Fundraising Richard Radcliffe, Smee & Ford	PEER TO PEER ONLINE POWER SESSION: Peer-to-Peer Online Fundraising and Web 2.0 (The Infiltration of Social Networks) Simon Lockyer, Everyday Hero, Martin Paul MFIA, More Strategic Not all fundraisers are created equal James Appleyard, Artez Interactive Fundraising in 3D! Kristofer Rogers, GoFundraise
1:00pm - 2:00pm	Lunch in the Exhibition Hall				
2:00pm - 3:15pm	How to Make Your Message Stick Lucy Gower, National Society for the Prevention of Cruelty to Children (NSPCC)	Look Behind the Curtain - The Science behind Major Gift Fundraising! Cheryl Pultz EMFIA CFRE, WaterAid Australia	Leading Teams in Fundraising Dr Dominique Beck, dominique beck coaching training	Successful Legacy Fundraising: Lessons from Research Professor Adrian Sargeant, The Center on Philanthropy, Indiana University	Creativity and Innovation Showcase 2012 Tony Elischer, THINK Consulting Solutions
3:15pm - 3:45pm	Afternoon Tea in the Exhibition Hall				
3:45 pm - 5:15 pm	Stories, Emotions and Connections Tony Elischer, THINK Consulting Solutions	Moves management for Major Gifts Kay Sprinkel Grace, Transforming Philanthropy	CASE STUDIES IN FUNDRAISING LEADERSHIP: Creating an Organisational Culture of Philanthropy Clare Pullar, University of Queensland Collaboration in Fundraising Leadership Jennifer Doubell MFIA CFRE, Peter MacCallum Cancer Foundation	Bequest - Thinking Outside the Box Ruth MacKay and Margie Read Flavell, OURTEL, Grahame Ryan MFIA, Catholic Mission Sydney, David McGovern, Catholic Mission Brisbane Everything you wanted to ask about bequests... but were afraid to ask Evelyn Mason FFIA CFRE, Evelyn Mason & Associates, Ralph Roath FFIA CFRE, Centacare Catholic Family Services VIC, Petra Pike MFIA, Scope VIC, Marcus Blease MFIA, Cerebral Palsy Alliance	DIGITAL POWER SESSION: The Power of Digital Targeting – Version 2012 Jonathon Grapsas MFIA, flat earth direct Developing an online fundraising campaign: Keys to success Luke Edwards MFIA, Elevate Fundraising Website and Donation Page Optimisation Martin Gill, Homemade Digital
7:00pm - late	Presidents Dinner				

FRIDAY 2 MARCH

8:00am	Registration desk open				
8:30am - 9:25am	300 of the best fundraising ideas ever Keynote address presented by Lucy Gower, NSPCC and Christiana Stergiou MFIA, Scribbly Bark				
9:30am - 11:00 am	When your messages go wrong Trudi Mitchell MFIA, Cancer Council NSW, Marcus Blease MFIA, Cerebral Palsy Alliance, Paul Tavatgis MFIA, Cornucopia Fundraising, Peter Thomas, Amnesty International Australia	Dare to Dream of a Corporate Partnership Hailey Cavill, Cavill + Co and Fiona Gosschalk, Murdoch Children's Research Institute	What do Boards and CEO's need from us? Helping leadership make informed decisions on fundraising (and the right decisions too!) Gavin Coopey MFIA, More Strategic	REGULAR GIVING POWER SESSION: Regular Giving Conversion or Acquisition, which works best? Sara Mansfield MFIA, and Andy Tidy MFIA, Pareto Fundraising, Natasha Duncan MFIA, House With No Steps	Fundraising for faith-based organisations: handle with care Major Neil Venables, The Salvation Army, Gary Williams, Christian Management Australia, Peter de Keratry, Archdiocese of Brisbane, Dr Daniel McDiarmid, Global Philanthropic
11:00am - 11:30am	Morning Tea in the Exhibition Hall				
11.30am - 1:00pm	Using the Power of Donation Matching Roewen Wishart EMFIA CFRE, Bush Heritage Australia	Asking: Will you help and will you give? Craig Gravestain EMFIA CFRE and Brian Holmes FFIA CFRE, Xponential Philanthropy and Eric d'Indy, Westmead Medical Research Foundation	Fundraising Reporting: A How To – And A How Not to! Professor Adrian Sargeant, The Center on Philanthropy, Indiana University	EVENTS POWER SESSION: Cancer Council NSW asking supporters to Do Their Thing – How to Drive Community Fundraising Julie Roberts MFIA, Cancer Council NSW Vinnies CEO Sleepout Dr Ted Flack FFIA CFRE, St Vincent De Paul Society QLD	A conversation on higher education fundraising Karen van Sacker EMFIA and Jeff McDaniel, University of Queensland, Heather Merritt, Simone Garske, Queensland University of Technology
1:00pm - 2:00pm	Lunch in the Exhibition Hall				
2:00pm - 3:15 pm	Building a brand with no money: Using every touch point to create a fundraising brand Gavin Coopey MFIA, More Strategic	How to stop avoiding your biggest donor Mark Quigley MFIA, Social Venture Consultants	Creating a Culture of Success Martin Paul MFIA, More Strategic	Delivering digital: getting online really working Jonathan Grapsas MFIA, flat earth direct	Slaying the Myths around Ethical and Sound Fundraising Practice or What do I do now?? Moderator: Dr Matthew Turnour, ACPNS, and Neumann & Turnour Lawyers; Panelists: Cameron Prout, Heart Foundation, Dr Wendy Scaife EMFIA CFRE, ACPNS, Roewen Wishart EMFIA CFRE, FIA Ethics Committee Member and Bush Heritage Australia and Craig Gravestain EMFIA CFRE, Xponential Philanthropy
3:15pm - 4:30pm	Futurology 2012: Time to Reprogramme Your Brain! Closing address presented by Tony Elischer, Think Consulting				

Dare to be Different

GOLDCOAST28FEBRUARY-2MARCH2012



FIA's 35th International Fundraising Conference 2012

Gold Coast Convention and Exhibition Centre

REGISTRATION FORM

fia
Fundraising Institute Australia
conference

Before you fill in this form, please note there is a \$75 administration fee for all registrations made by email, fax or post. **This fee is waived for online registrations.**

Delegate details

Male Female

Title _____

First Name _____

This name will appear on all Conference related items, including name badges.

Surname _____

Position _____

Organisation _____

Preferred address _____

Suburb _____

State _____ Postcode _____

Country _____

Email _____

Phone _____ Fax _____

Mobile _____

Do you have a LinkedIn account? Yes No

Are you an individual member of FIA? Yes No

Is your organisation a member of FIA? Yes No

Are you a member of any of the following associations?

FINZ AFP AHP ADAPE Institute of Fundraising

Do you have any special needs, dietary or health considerations? Yes No

If yes, details please _____

How did you hear about Conference? _____

Delegates are usually keen to find out who else is attending Conference, particularly to see if there are others attending from their local area, state or existing network. As such, FIA will make available an attendee list including name, position, company and your state. Only if you do not wish to be included in this list, please opt out below.

No, I do not authorise my details to be made available to other delegates

A contact list (including postal and email address) will also be made available to the Conference sponsors and exhibitors. If you do not wish to be included in this list, please opt out below.

No, I do not authorise my details to be made available to Conference sponsors and exhibitors

Registration fees

Registrations are subject to FIA's terms and conditions of registration available on our website www.fia.org.au

PLEASE NOTE PRE-REGISTRATION CLOSES 17 FEBRUARY 2012. Registrations received after this date will be registered at Conference.

All registration fees are in Australian Dollars and are inclusive of GST.

Take advantage of member rates by becoming an FIA Member. Membership application forms are available on our website www.fia.org.au

	Member	Member including Presidents Dinner ticket	Membership package [^]	Organisational member other staff	Non-member
Full registration	<input type="radio"/> \$1620	<input type="radio"/> \$1725	<input type="radio"/> \$1815	<input type="radio"/> \$2115	<input type="radio"/> \$2430
Wednesday only	<input type="radio"/> \$595	N/A	<input type="radio"/> \$845	<input type="radio"/> \$895	<input type="radio"/> \$995
Thursday only	<input type="radio"/> \$595	<input type="radio"/> \$695	<input type="radio"/> \$845	<input type="radio"/> \$895	<input type="radio"/> \$995
Friday only	<input type="radio"/> \$595	N/A	<input type="radio"/> \$845	<input type="radio"/> \$895	<input type="radio"/> \$995

[^]Membership included in the membership registration package will lapse on 30 June 2012.

Register four or more staff members to Conference and FIA will take 20% off the final total.

Pre-Conference Masterclasses

Masterclasses are not included in the full registration fees listed above.

Please select one Masterclass:

- Fundraising for Institutional Leadership: What Every Board Should Know About Fundraising – And What Happens When They Don't** Adrian Sargeant & Kay Sprinkel Grace
- Moving into Fundraising Management** Nigel Harris FFIA CFRE
- Bequest - Challenging Boundaries** Richard Radcliffe
- Digital Fundraising** Jonathon Grapsas, Martin Gill and James Appleyard

	Member	Organisational member other staff	Non-member
Masterclasses	<input type="radio"/> \$445	<input type="radio"/> \$525	<input type="radio"/> \$595



Optional Social Activities Tickets

WELCOME DRINKS
ON TUESDAY 28 FEBRUARY 2012 5:30PM – 7:30PM

Exhibition Hall, Gold Coast Convention and Exhibition Centre

- Delegate (price included in the full conference registration fee)
- Non-delegate additional ticket \$65

If purchasing additional tickets please list your guests below:

Name	Organisation	Dietary/Physical requirements
1.		
2.		
3.		
4.		

FIA'S ANNUAL GENERAL MEETING
ON WEDNESDAY 29 FEBRUARY 2012 1:00PM – 2:00PM

As a member of FIA, I will be in attendance at the AGM (no charge)

For catering purposes, please confirm which meetings and social activities you will be attending.

PRESIDENTS DINNER
ON THURSDAY 1 MARCH 2012 7:00PM TILL LATE

Gold Coast Convention and Exhibition Centre

- \$155 members
- \$175 non-members and guests

If purchasing additional tickets please list your guests below:

Name	Organisation	Dietary/Physical requirements
1.		
2.		
3.		
4.		

Payment

This document becomes a tax invoice once payment has been made. ABN 51 943 541 450

	Total Costs
Total conference registration cost	
Total pre-conference Masterclass cost	
Total social events cost	
Administration fee*	\$75
TOTAL AMOUNT	

*All registrations made by email, fax or post incur an administration fee. This fee is waived for online registrations.

Please note registrations will not be processed until full payment has been received. A receipt will be sent to you upon processing of full payment.

Please indicate your method of payment by ticking a box on the right and email, mail or fax completed registration forms with payments to:

Conference Organiser, Fundraising Institute Australia

Post: PO Box 642, Chatswood NSW 2057

Facsimile: 1300 889 671

Email: training@fia.org.au

(For security purposes, we are unable to accept phone registrations for amounts higher than \$250.)

I would like to pay by credit card

Please debit my: Mastercard Visa Amex

Card No.

Expiry Date / CCV

Amount \$

Cardholder's Name

Signature

I would like to pay by electronic funds transfer

Please arrange transfer to:

Fundraising Institute Australia

BSB: 082 201

Account No: 65308 4424

(Please send remittance advice to training@fia.org.au or fax to 1300 889 671. Always include delegate's surname in title)

I enclose cheque to the value of: _____

Please make cheque payable to Fundraising Institute Australia

Accommodation

All accommodation bookings should be made directly with Ozaccom Plus:
<http://conferences.ozaccom.com.au/2012/fun12/index.html>

