

SCHEDULE AT A GLANCE

Sunday, May 19, 2019		
2:00 PM to 4:30 PM	LIFE & LEGACY Coordinator Get Together	Longford
4:00 PM to 6:00 PM	Registration	Ballroom Foyer
5:00 PM to 5:45 PM	Networking Reception	Ballroom Foyer
5:45 PM to 8:30 PM	Dinner & Keynote “Ethical Wills” Rabbi Abigail Treu and celebration	Ballroom South and Central
8:30 PM to 9:30 PM	Dessert Reception	Ballroom Foyer
9:00 PM to 9:30 PM	Speednetworking	Ballroom North and other rooms as needed
Monday, May 20, 2019		
7:30 AM to 8:30 AM	Breakfast	Ballroom South and Central
8:30 AM to 8:45 AM	Move to Focus Groups	
8:45 AM to 9:45 AM	Focus Groups – by type of organization	Ballroom South and Central, Longford
9:45 AM to 10:00 AM	Break	Ballroom Foyer
10:00 AM start	Community meetings with Harold Grinspoon and Winnie Sandler Grinspoon (pre-registration required)	Executive Board Room
10:00 AM to 11:30 AM	Session A: Workshops A1 Ditch the Pitch with Steve Yastrow A2 Asking Styles: Revolutionize Your Fundraising with Brian Saber A3 The Five Types of Blended Gifts -The What, Why and How of Closing Integrated Gifts with Lani Starkey A4 Generational-Centric Engagement with Nanette Fridman A5 How to Make Your Legacy Donor Feel Like a Hero – Karen Martin A6 The Sound of Leadership with Dr Laura Sicola A7 The Three I’s Missing from your Message with Jeffrey Stein A8 Moan-less Team Management with Tracy Salkowitz A9 Ethical Wills with Rabbi Abigail Treu and Elizabeth Leiman Kraiem	
11:30 AM to 12:00 PM	Break – Photo booth for community photos	Waterford
12:00 PM to 1:00 PM	Lunch and Q & A with Harold Grinspoon	Ballroom South and Central
1:00 PM to 1:15 PM	Break	2 nd floor Atrium

1:15 PM to 2:45 PM	Session B: Workshops B1 Ditch the Pitch with Steve Yastrow B2 Introduction to Social Media with Alli Thresher B3 Writing Effective Donor Letters with Karen Martin B4 The Art of Storytelling with Dr. Laura Sicola B5 The Three I’s Missing from your Message with Jeffrey Stein B6 Using the Asking Styles to Build a Strong Team with Brian Saber B7 How to Successfully Partner with Advisors and Close More Gifts with Lani Starkey B8 Turning Your Board into Legacy Ambassadors with Nanette Fridman B9 Ethical Wills with Rabbi Abigail Treu and Elizabeth Leiman Kraiem	
1:20 PM – 3:00 PM	Community meetings with Harold Grinspoon and Winnie Sandler Grinspoon (<i>pre-registration required</i>)	Executive Board Room
2:45 PM to 3:15 PM	Break	2 nd floor Atrium
3:15 PM to 4:45 PM	Session C: Workshops C1 Ditch the Pitch with Steve Yastrow C2 Asking Styles: Revolutionize Your Fundraising with Brian Saber C3 The 8 Ways to Ask: Expanding the Art and Science of Solicitation with Lani Starkey C4 Formalizing Your Legacy Gift with Tracy Salkowitz C5 Generational-Centric Engagement with Nanette Fridman C6 Social Media Town Hall with Alli Thresher C7 How to Make Your Legacy Donor Feel Like a Hero – Karen Martin C8 Ethical Wills with Rabbi Abigail Treu and Elizabeth Leiman Kraiem	
4:45 PM to 5:45 PM	Break – Photo booth for community photos	Waterford
5:45 PM to 8:30 PM	Dinner, Presentations & Keynote “The State of Jewish Philanthropy” Andres Spokoiny	Ballroom South and Central

8:30 PM to 9:30 PM	Dessert Reception	Ballroom Foyer
Tuesday, May 21, 2019		
8:00 AM to 8:45 AM	Breakfast	Ballroom South and Central
8:45 AM to 9:00 AM	Move to Knowledge Center – Round-table discussion groups on a variety of topics	
9:00 AM to 10:00 AM	Knowledge Center	Spread throughout the conference rooms
10:00 AM to 10:30 AM	Break/ Check out of hotel	
10:30 AM to 12:00 PM	Peer-to-Peer Conversations Group A Group B	Worthy Highland
12:00 PM to 12:15 PM	Break	
12:15 PM to 1:00 PM	Lunch & Closing Remarks	Ballroom South and Central
1:00 PM to 1:15 PM	Break	
1:15 PM to 3:30 PM	Legacy Coordinator Session	