

COURAGEOUS AND SUSTAINABLE TRANSFORMATION

NONPROFIT SUMMIT AGENDA

Hosted at the Jean & Paul Amos Performance Studio
\$250 per registered attendee

TOPICS COVERED:

Courageous and Transformative Boards
Partnerships – Cooperative Impact
Partnership Studies and Best Practices Panel
Transformational Grants and Infrastructure to Sustain
Grants Secured through Cooperative Impact
Donor-Centered Fundraising and Leadership
Donor-Centered Marketing (Utilizing Storytelling and Results)
Donor-Centered Leadership for Courageous Transformation
Marketing for Transformative Change

SPEAKERS:

Chuck Loring, Loring, Sternberg & Associates
October 31
Penelope Burk, Cygnus Applied Research
October 31 and November 1
Mary Claire Walther, Dini Spheris
October 31 and November 1
Michelle Buchanan, Dini Spheris
November 1
Dr. Debbie Douma, Pensacola State College
October 31 and November 1

OCTOBER 31

- 7:30 a.m. Networking and Registration – Doors open
- 8:45–9:30 a.m. **Keynote Speaker, Chuck Loring**, Loring, Sternberg & Associates
TEN BEST PRACTICES OF IMPACTFUL BOARDS
In this fast paced presentation, Chuck will discuss the common characteristics of high performing boards. You can measure your board against best practices and learn where you can improve.
- 9:45 a.m. **EFFECTIVE GOVERNANCE IS NOT HISTORY AND HABIT, Chuck Loring**, Loring, Sternberg & Associates
Nonprofit Board Governance is often sabotaged by the Board's lack of ability to adapt to changing times. This session and the one that follows will examine the important topics of board structure and operations, board recruitment, effective board meetings, and more.
- 11–11:30 a.m. **EDUCATIONAL WORKGROUP, Chuck Loring**, Loring, Sternberg & Associates
In this session, participants will be able to utilize what has been shared to begin building the plan that works for their organization and helps attendees put into practice what they have learned.
- 12:30–1:15 p.m. **WHAT IS COOPERATIVE IMPACT AND HOW CAN IT HELP SECURE GRANTS?, Mary Claire Walther**, Dini Spheris
- 1:15–2 p.m. **TRANSFORMATIONAL GRANTS – ARE YOU READY? CAN YOU SUSTAIN?, Mary Claire Walther**, Dini Spheris
- 2:15–3 p.m. **PANEL ON BEST PRACTICES, Facilitated by Dr. Debbie Douma**
- 3–4 p.m. **Closing Keynote Speaker, Penelope Burk**, Cygnus Applied Research, Inc.
The foremost expert on Donor-Centered Fundraising, Ms. Burk will share her research that combines lessons learned from the over ¼ million American donors surveyed regarding what motivates giving.

NOVEMBER 1

- 7:30 a.m. Networking and Registration – Doors open
- 8:45–9:30 a.m. **Keynote Speaker, Penelope Burk**, Cygnus Applied Research, Inc.
Ms. Burk will share stories of donor frustration and inspiration as she speaks on Donor-Centered leadership and fundraising. Attendees will learn Ms. Burk’s evidence-based formula for keeping donors giving longer and inspiring them to make more generous contributions.
- 9:45–10:30 a.m. **EDUCATIONAL WORKGROUP, Penelope Burk**, Cygnus Applied Research, Inc.
How to stop donor attrition and hang onto your fundraising staff
- 10:30–11:30 a.m. **EDUCATIONAL SESSION, Penelope Burk**, Cygnus Applied Research, Inc.
What leadership volunteers do best and how they can raise more money for their organizations by saying thank you the donor-centered way.
- 12:30–1:15 p.m. **EDUCATIONAL SESSION, Michelle Buchanan**, Dini Spheris
Marketing considerations for the organization seeking transformative change; and, is grant writing marketing?
- 1:15–2 p.m. **EDUCATIONAL WORKGROUP, Michelle Buchanan**, Dini Spheris
Cooperative grants for transformative change
- 2:15–3 p.m. **PANEL ON BEST PRACTICES, Facilitated by Dr. Debbie Douma**
- 3–4 p.m. **COURAGEOUS TRANSFORMATION, Closing Keynote, Michelle Buchanan**, Dini Spheris
What must we get right to take our organizations to the next level

