

Work Smarter. Achieve Exceptional Results.

2016 – 2017 Breakfast Program Schedule

September 28, 2016: “Advanced Prospect Research: Improved Processes for Improved Performance” featuring Ian Wells, Ian T. Wells & Associates

October 26, 2016: “Major Gifts: Campaigns and Much More” featuring Nat Follansbee, Associate Head for External Relations, Loomis Chaffee School

November 16, 2016: National Philanthropy Day Awards Luncheon, The Log Cabin, Holyoke

December 14, 2016: “Giving Back to Our Community and Holiday Party” featuring Luisa Millonzi, Riverbrook Residence

January 25, 2017: “Loverizing: The Lucrative Difference a Few Well-Chosen Words Will Make in Your Donor Communications” Workshop format, featuring Tom Ahern, Ahern Donor Communications (Time TBD)

February 22, 2017: “What Is a Capital Campaign and When Do You Need One?” featuring John Urschel, CFRE, Roundhouse Solutions, Laurie Herrick, Rainmaker Consulting, Abbie J. von Schlegell, CFRE, a. von schlegell & co, Matt Blumenfeld, Financial Development Agency

March 29, 2017: “Accountability and Transparency: Fundraising the Ethical Way” featuring Robert Perry, Retired Partner, Meyers Brothers Kalicka, P.C.

April 26, 2017: “The Art of The Ask” featuring Bill Bennett, Senior Development Officer, Harvard Business School

May 24, 2017: “The LGBT Community and Philanthropy” featuring Barrie Atkin, Atkin Associates

TBD: **Webinar: Brown Bag** (Date and Location TBD)

June 2017: Summer Social (Date and Location TBD)

Programs take place at The Delaney House, Holyoke, unless otherwise noted. Registration, networking, and breakfast begin at 7:30am; program begins at 8:00 am.