



**Leadership
Development
Conference**

Fall 2015

*expanding capacity
and sharpening
competency
for global
gospel impact*



Advancement Officers Summit

Jerry Grimes, Pat McLaughlin, David Medders, Terry Munday

DAY ONE | Thursday, October 29

8:00 – 8:30 Welcome and Introductions of Participants & Faculty

8:30 – 9:15 Session 1: Making Your Advancement Efforts Work

Presenter — Terry Munday, Former VP of Advancement, Indiana Wesleyan University

9:15 – 9:45 Q & A Discussion

9:45 – 10:15 Refreshment Break

10:15 – 11:00 Session 2: The Board's Responsibility to Fundraising

Presenter — Terry Munday

11:00 – 11:30 Q & A Discussion

11:30 – 12:00 Stretch Break

12:00 – 1:00 Lunch – Catered at the Conference Center

1:00 – 1:45 Session 3: Building a Storytelling Culture

Presenter — Jerry Grimes, Vice President, Advocace

1:45 – 2:15 Q & A Discussion

2:15 – 2:45 Refreshment Break

2:45 – 3:30 Session 4: Get More — Raise More, Get More — Keep More

Presenter — Jerry Grimes

3:30 – 4:00 Q & A Discussion

4:00 – 5:00 Freshen Up Break

5:00 – Dinner & Fellowship

DAY TWO | Friday, October 30

8:00 – 8:30 Welcome and Warmup

8:30 – 9:15 Session 5: Growing Your Major Donors

Presenter — Pat McLaughlin, President, The Timothy Group

9:15 – 9:45 Q & A Discussion

9:45 – 10:15 Refreshment Break

10:15 – 11:00 Session 6: Foundation Stones of Every Successful Capital Campaign

Presenter — Pat McLaughlin

11:00 – 11:30 Q & A Discussion

11:30 – 12:00 Stretch Break

12:00 – 1:00 Lunch – Catered at the Conference Center

1:00 – 1:45 Session 7: The Ministry of Advancement – A Stewardship Journey

Presenter — David Medders, ABHE Executive Vice President

1:45 – 2:15 Q & A Discussion

2:15 – 2:45 Refreshment Break

2:45 – 3:30 Session 8: The Art of Institutional Advancement – Panel Discussion

Presenters — Jerry Grimes, Pat McLaughlin, Terry Munday

3:30 – 4:00 Q & A Discussion

4:00 – 5:00 Freshen Up Break

5:00 – Closing Dinner & Fellowship

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