



Advancement Officers Summit

an ABHE
Leadership
Development
Initiative
www.abhe.org

*expanding capacity &
sharpening competency
for global gospel impact*

Presenters

Jerry Grimes, Brad Layland, Pat McLaughlin, David Medders

DAY ONE | Monday, October 10

- 8:00 — 8:30 Welcome and Introductions of Participants & Faculty
- 8:30 — 9:15 **Session 1** — The Ministry of Advancement – A Stewardship Journey
Presenter — David Medders, ABHE Executive Vice President
- 9:15 — 9:45 Q & A Discussion
- 9:45 — 10:15 Refreshment Break
- 10:15 — 11:00 **Session 2** — Building Your Fundraising Team
Presenter — Pat McLaughlin, President, The Timothy Group
- 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** — Asking for Game-Changing Gifts
Presenter — Pat McLaughlin
- 1:45 — 2:15 Q & A Discussion
- 2:15 — 2:45 Refreshment Break
- 2:45 — 3:30 **Session 4** — Prospect Research – Is the Juice Worth the Squeeze?
Presenter — Jerry Grimes, Vice President, Advocace
- 3:30 — 4:00 Q & A Discussion
- 4:00 — 5:00 Freshen Up Break
- 5:00 — Dinner & Fellowship

DAY TWO | Tuesday, October 11

- 8:00 — 8:30 Welcome and Warm-Up
- 8:30 — 9:15 **Session 5** — Principle-Based Fundraising
Presenter — Brad Layland, President, The Focus Group
- 9:15 — 9:45 Q & A Discussion
- 9:45 — 10:15 Refreshment Break
- 10:15 — 11:00 **Session 6** — Fundamental Framework for Fundraising
Presenter — Brad Layland
- 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** — Organizing the Development Office for Results
Presenter — Jerry Grimes
- 1:45 — 2:15 Q & A Discussion
- 2:15 — 2:45 Refreshment Break
- 2:45 — 3:30 **Session 8** — Moving from Ideas to Action – Plan Your Work, Work Your Plan
Presenter — David Medders
- 3:30 — 4:00 Q & A Discussion
- 4:00 — 5:00 Freshen Up Break
- 5:00 — Closing Dinner & Fellowship

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