



2021 FLAGSHIP PRESIDENTS *Gathering*

FUNDRAISING SUMMIT FOR FLAGSHIP PRESIDENTS & ADVANCEMENT OFFICERS
MAY 17-20, 2021 | THE BILLY GRAHAM TRAINING CENTER AT THE COVE (NC)

MONDAY, MAY 17

- 3:00** **Check-in begins at The Cove** | 1 Porters Cove Road, Asheville, NC 28805 | 828.771.4800
- 6:00 – 7:00** **Dinner** — The Cove Dining Room
- 7:30** **Dessert Reception & Institutional Updates** — Classroom 304 (BGTC)

TUESDAY, MAY 18

- 8:00 – 8:45** **Breakfast** — The Cove Dining Room
- 9:00 – 9:30** **SESSION 1 — Prayer & Fundraising**
Do you believe in and practice the power of prayer, or just give it lip service?
Peter Teague, President Emeritus | Lancaster Bible College | Capital Seminary & Graduate School
- 9:30 – 10:00 Discussion
- 10:00 – 10:30 Refreshment Break
- 10:30 – 11:30** **SESSION 2 — Being Alert & Prepared**
What you should know and prepare for about the current legal landscape and threats to biblical higher education
Greg Baylor, Senior Counsel | Alliance Defending Freedom
- 11:30 – 12:30 Discussion
- 1:00 – 2:00** **Lunch** — The Cove Dining Room
- 2:00 – 2:30** **SESSION 3 — One or Two-Kingdom Fundraising**
Fundraising as a Kingdom-focused steward leader? What's the difference?
Scott Rodin, Chief Strategy Officer | The FOCUS Group
- 2:30 – 3:00 Q & A
- 3:00 – 3:30 Refreshment Break
- 3:30 – 4:00** **SESSION 4 — Making Your Best Ask & Responding to No's**
Do you make a clear and compelling ask . . . and respond creatively to no's?
Terry Munday, Former Advancement VP | Indiana Wesleyan University
- 4:00 – 4:30 Discussion
- 6:00 – 7:00** **Dinner** — The Cove Dining Room
- 7:30 – 8:30** **Vespers** — Chatlos Memorial Chapel (BGTC)



CATALYTIC CONVERGENCE FOR WORLD-CLASS LEADERSHIP IMPACT



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WEDNESDAY, MAY 19

- 8:00 – 8:45** **Breakfast** — The Cove Dining Room
- 9:00 – 10:00** **SESSION 5 — Understanding Why We are so Committed to Generosity . . . Our Testimony of Why and How We Learned to Give**
Can we deepen our understanding of donor motivations and thinking?
David Green, Founder/CEO | Hobby Lobby
- 10:00 – 10:30 Refreshment Break
- 10:30 – 11:30** **SESSION 6 — What we Expect or Wish from Ministries who Request Funding**
Let's think more carefully about donor expectations and relations.
David Green
- 11:30 – 12:00 Q & A
- 12:30 - 1:30** **Lunch** — The Cove Dining Room
- 1:30 – 2:00** **SESSION 7 — Knowing Your Major Donors**
Do you know and understand your major donors . . . or just use them?
Clark Vandeventer, CEO | Major Gifts Fundraiser, LLC.
- 2:00 – 2:30 Q & A
- 2:30 – 3:00 Refreshment Break
- 3:00 – 3:30** **SESSION 8 — Crafting a Vision for the Future of Biblical Higher Education**
A Preview of the Current Strategic Planning Strategy
Philip Dearborn, President | ABHE
- 3:30 – 4:00 Discussion
- 6:00 – 7:00** **Dinner** — The Cove Dining Room
- 7:30** **Dessert Reception** — Classroom 304 (BGTC)

THURSDAY, MAY 20

- 8:00 – 8:45** **Breakfast** — The Cove Dining Room
- 9:00 – 10:00** **Check out and Depart** — *Safe Travels!*