

MAIN SPONSOR: HARLEQUIN SOFTWARE

WEDNESDAY, 27th September

09:30 – Registration & Coffee

10:00 – Chair's Welcome

10:05 – Sponsors Introductions

10:10 – Opening Plenary—

Speaker: Richard Turner (formerly Solaraid)

Subject: "How one person can make a change"

11:00 – Coffee

11:30 – Workshops 1 to 3

1. 'Personal Effectiveness' - Mark Hughes, MCH

2. 'Trustees' - Liz Tait, Battersea Dogs Home

3. 'Optimising your landing page' - Bex Rae, Reason Digital

Library Session – 'Leadership/recruitment' TBC

12:30 – Lunch

1:25—Workshops 4 to 6

4. 'Presentation Skills' Caryn Skinner, Sharpestone Skinner

5. 'GDPR and what it means for your charity' —speaker TBC

6. 'TBC' - Stephen George, Consultant

Library Session – 'Social Enterprise' - Ann Hedley, GetAhead Fundraising

2:25—Transition time to workshops

2:30 – Workshops 7 to 9

7. 'Goose or Rabbit? Leadership Tips from Animals!' - Matthew Sherrington, Inspiring Action

8. 'Data & Making the most of your donors' - Ash Gilbert, Pebblebeach & Linzi Young of Trinity Hospice / Brian House Hospice

9. 'Direct Mail for Small Charities'- Stephen Pidgeon, Consultant

Library Session – 'Full Cost Recovery' - Helen Middleton

3:30 – Coffee

4:00 – Plenary

Speaker: From Institute of Fundraising

Subject: Update on Fundraising

5:00 – Institute of Fundraising North West AGM

5:15—Close

6:15—Bursary presentations

7:00 – Drinks Reception

8:00 – Annual Dinner

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THURSDAY, 28th September

09:00 – Registration & Coffee

09:30 – Workshops 10 to 12

10. 'Philanthropy' - Sarah Naismith, Central Manchester University Hospitals Charity

11. 'Prospect Research for Corporates' - Oliver Taylor, University of Manchester

12. 'Let your Supporters be Super-heroes (by getting your story straight)' - Matthew Sherrington, Inspiring Action

Library Session – 'Fundraising within the Muslim Communities—Ann Hedley,
GetAhead Fundraising

10:30 – Coffee

11:00 – Workshops 13 to 15

13. 'Personal Effectiveness' - Laura Croudace, Resource Alliance

14. 'Purposology' - Jean Atkinson, Eden Marketing

15. 'Volunteer Recruitment & Retention' - speaker TBC

Library Session – TPP workshop

12:00 – Lunch & Coffee

13:00 – Plenary

Speaker: Peter Liver

Subject: TBC

13:55 – Transition Time to Workshops

14:00 – Workshops 16 to 18

16. 'What do mid-value donors really need from us? A deep dive into mid level donors' - Mark Phillips, Bluefrog

17. 'Launching a Payroll Giving Scheme' - Clare Lennon, Charities Trust & Mervi Slade, Geared for Giving & Alison Whittaker Stewart, Rossendale Hospice

18. 'Transform your Community Fundraising program to a mass-market online digital tribe' - Julie Roberts, More UK

Library Session – 'Digital Fundraising' - Reason Digital

15:00 – Conference Close