

**Building Relationships in a Weekend Economy**

8:00-8:30 Registration, Continental Breakfast

8:30-8:45 Welcome

8:45-10:15 Breakout:

For the Fnd/Corp Officer	For the Major Gifts/PG Officer	For the Annual Fund Manager
Megan Cooke Denver Art Museum Take the Indimidation Out of Building Relationships with National Foundations	Don Hartmann Family Empowerment: the Ultimate Use of Capital	Jason Scott Embry "The Base of all Fundraising - Relationship building for the Ideal Annual Giving Environment"

10:15-10:30 Break, visit sponsor tables

10:30-12:00 Breakout:

For the Fnd/Corp Officer	For the Major Gifts/PG Officer	For the Annual Fund Manager
Jean Galloway Defining your consistent message for your consituents and the media	Board/volunteer panel: The Power of a Strong Relationship between Development Staff and Fundraising Volunteers	Blake Groves New Horizons for Online Marketing Blake Groves

12:00-12:15 Break, visit sponsor tables

12:15-1:30 Keynote Lunch

Speaker: Marshall Howard	Presentation: Let's Connect
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1:45-3:15 Breakout:

For the Fnd/Corp Officer	For the Major Gifts/PG Officer	For the Annual Fund Manager
Marshall Howard - "Strangers to Sponsors Secure Sponsorships, Underwriting and Major Gifts"	Tim Belber "Engaging Families in Multi-Generational Philanthropy" Madison Group	Jason Scott Embry "To Restrict or Not Restrict and Your Decision's Impact Upon Annual Fund Donor Relationships"

3:15-3:30 Break, visit sponsor tables

3:30-5:00 Breakout:

For the Fnd/Corp Officer	For the Major Gifts/PG Officer	For the Annual Fund Manager
Foundation panel - J. Alexander (Johnson), B. Hybl (El Pomar), T. Kaesemeyer (Gates)	Barbara Diehl - "Involving your board in in the Fun of Fundraising"	Matt Spencer "Enagaging a Young consitency during Challenging Economic Times"