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South
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Foundation

Present

A Day in the Life of a Fundraiser

With



J.B. Michael Farrell, FAHP

Principal, Philanthropy Coach & Counsel

When: 8 December, 2017

Where: Meeting Room 2, Conference Centre
Mosaic Tower, Hill Centre III
2nd floor, 2010 – 12th Avenue
Regina, SK

Registration: \$20/participant

Please call HRF at 306-781-7500 to reserve your attendance
Limited seating available

Program: Morning session 9:00am - 12 noon
Break for lunch 12 noon – 1:15pm
Afternoon session 1:15pm - 3:30pm



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Sometimes it feels like we are on a treadmill. There are never enough resources for our universities, hospitals and community services and increasingly the burden of closing the funding gap falls to the charitable sector.

“A Day in the Life of a Fundraiser” is an opportunity to gather our fundraising clan for a day of lectures, laughter, facilitated discussions and soul searching about the importance of the work we do and more importantly how we can do it better.

The day will feature interactive workshops exploring among other things:

Case Development- New science is emerging almost daily on decision making. What does it mean to fundraisers and what can we learn from our colleagues in the behavioral sciences?

Major Gifts is the rallying cry of our industry. It is a strategic direction in our plans. It is the anchor line in our budgets. It is the Holy Grail of fundraising offices everywhere. Together we will break it down to its component parts and rethink how we are creating context for major gifts and how we may be inhibiting our own growth.

Donor Stewardship is more than a plaque and a yearly call. What does it take to fully engage our donors and bring them closer to our family?

Fundraisers, what about us? The care and feeding of a Major Gift Officer. What does it take for a development officer to grow and thrive in 2017.



Present

A Day in the Life of a Fundraiser



J.B. Michael Farrell, FAHP
Principal
Philanthropy Coach & Counsel

Michael is one of Canada's foremost experts on fundraising and philanthropy. Prior to founding Philanthropy Coach & Counsel he worked for more than 25 years in the charitable sector. As President and CEO of the Hamilton Health Sciences Foundation he oversaw the successful "Cornerstone of Care" \$100 million capital campaign. He works with organizations now all across the country as fundraising counsel, executive coach and strategic planning facilitator.

He is a Mohawk College Alumni of distinction and was honoured as one of Mohawk's top 40 in its 40 years in the community. He has been named the Fundraising Executive of the Year by the AFP Golden Horseshoe Chapter for his work as a mentor and coach.

Michael is first and foremost a story teller. His knowledge of fundraising, passion for philanthropy and sense of humour make for lively and entertaining sessions. He is the founding Dean of the AHP Madison Institute's Capital Campaign Track at the University of Wisconsin and led the Fundraising Management track for the Fundraising Institute of Australia's "Madison Down Under" sessions.