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***Draft* Agenda 6/12/17**

**Tuesday, July 18, 2017**

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| 6:00 pm | Informal gathering of early arrivals – Meet at hotel bar, for drinks and to make dinner arrangements with colleagues |

**Wednesday, July 19, 2017**

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| 7:30 am –  5:00 pm | **Voices for Civil Justice 2017 National Communications Training**  7:30 am Registration and Continental Breakfast  8:30 am Training Starts |
| 1:00 – 5:00 pm | **Leading for Fundraising Success: An MIE Seminar for Executive Directors**  (separate registration) |
| 6:00 pm | Informal gathering of attendees – Meet at hotel bar, for drinks and to make dinner arrangements with colleagues |

**Thursday, July 20, 2017**

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| 7:00 – 8:00 am | First-timers Registration, Continental Breakfast | | | | |
| 8:00 – 8:30 am | **Plenary - Welcome to the Fundraising Conference and Directors Conference** | | | | |
| 8:30 – 10:30 am | **Plenary – Change the Story, Change the World, by Andy Goodman, part 1** | | | | |
| 10:30 – 11:00 am | Break, snacks | | | | |
| 11:00 – 1:00 pm | **Plenary – Change the Story, Change the World, by Andy Goodman, part 2** | | | | |
| 1:00 – 2:30 pm | Enjoy Lunch with a Colleague | | | | |
| 2:30 – 4:00 pm | Starting a Private Fundraising Campaign in Legal Aid | Major Gifts – Nuts and Bolts | Non-LSC Federal Funding | Executive Directors and Development Directors Working Together to Raise Money More Effectively | Directors Conference – Succession Planning – It Is Not Just about the Executive Director – Preserving Relationships with Donors, Funders and Partners |
| 4:00 – 4:15 pm | Break | | | | |
| 4:15 – 5:45 pm | Identifying and Cultivating Individual Donors | Major Gifts – In Practice in Legal Aid | Data Management 101 | For Development Directors New to Legal Aid | Directors Conference - Managing Multiple Funding Sources from Application to Audit:  You Want Me to Account for What?? |
| 6:00 pm | Informal gathering for drinks. Dinner on your own, or sign up for one of the “dinner groups” that will be announced and organized at the Thursday morning plenary. | | | | |

**Friday, July 21, 2017**

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| 7:30 – 9:00 am | Continental Breakfast | | | | | | | |
| 8:00 – 8:45 am | **30 Minutes with a Mentor** (must sign up in advance) | | | | | | | |
| 9:00 – 10:45 am | **Plenary: Celinda Lake, Lake Research Partners – Findings of 2017 Messaging Research conducted for Voices for Civil Justice and the National Association of IOLTA Programs** | | | | | | | |
| 10:45 –11:00 am | Break | | | | | | | |
| 11:00 –12:30 pm | Foundations | Legal Community Fundraising and Pro Bono | | Using Data Results to Improve Effectiveness | | Maximizing Board’s Reach – Responsibilities of Executive Directors and Development Directors | | Directors Conference – The Challenges of Working in Partnerships |
| 12:30 – 2:00 pm | Enjoy Lunch with a Colleague | | | | | | | |
| 2:00 – 3:30 pm | | Training Your Board and Everyone in Making the “Ask” | | Fundraising Beyond the Legal Community | | Building an Effective Development Department – What Executive Directors Need To Know | | Directors Conference - Internal Communications – Roundtable and Best Practices | |
| 3:30 – 4:00 pm | | Wind-down time in the hotel bar, for those with some time before their plane flights! | | | | | | | |