



## Event & Workshop Schedule

### Registration and Light Breakfast

7:30 a.m.

### Keynote

8:00 a.m.-8:45am

#### Stand Out!, Jay Frost

Is your daily work bringing you closer to your big hairy audacious goal? Do you need a big dream reboot? In the battle for our most precious resource and nonrenewable resource — time — knowing what we want may be our most important consideration. Jay Frost leads an exploration to rediscover our biggest dreams, confront our darkest fears and push beyond the daily obstacles and temporary economic setbacks to shine at the office and beyond!

### Morning Sessions

Each session will be held twice, at 9:00 a.m. and 10:30 a.m.

#### Room #1: Power Prospecting for Major Gifts

Jay Frost, Jerold Panas, Linzy, & Partners

One of the greatest challenges for every nonprofit is attracting individuals with the capacity to give a major gift. In "Power Prospecting," Jay explores how to find the top wealth holders within your constituency, throughout your community, across the country and around the world. Whether you are embarking on a capital campaign or just trying to expand your private philanthropic support, this workshop will prepare you to identify people who can make your mission possible

#### Room #2: Blueprint for Bequest Success

Sandra Henningsen, Crescendo Interactive, Inc.

Does your organization have an intentional bequest initiative? Does your bequest marketing measure up? Learn how to launch a bequest campaign to reach your donors and motivate these transforming gifts.

#### Room #3: Relationship Management 101

Adam Wilhelm, Campbell & Company

We've all heard of and many of us practice relationship or moves management. Discover what fundamentals still hold true today, and what has changed due to the influence of technology and advances in how we communicate.

## Presenters



Jay Frost

*Morning Keynote  
Workshop Presenter*  
Jerold Panas, Linzy,  
& Partners



Adam Wilhelm

*Workshop Presenter*  
Campbell &  
Company



Sandra Henningson

*Workshop Presenter*  
Crescendo Interactive

## Event & Workshop Schedule

### Networking and Luncheon Registration

11:45 a.m. – 12:15 p.m.

### Luncheon and Awards Presentation

12:15 p.m. – 1:30 p.m.

#### Outstanding Lifetime Philanthropy

Bernard and Alyce Dahlin

#### Outstanding Philanthropist

Patricia Exarhos

#### Outstanding Fundraising Volunteer

Wayne (Bud) Wieting

#### Outstanding Philanthropic Corporation

Bergstrom Automotive

#### Youth in Philanthropy

Riley Garbe

#### Outstanding Fundraising Professional

Amy Barker

### Panel Discussion

1:45 p.m. – 2:30 p.m.

**Perspectives on Philanthropy, featuring Karmen Lemke, Jay Fulkerson, and Steve Tyink, facilitated by Jay Frost**

Hear the personal stories from local donors on why they choose to make philanthropy a priority in their lives and for our communities.

### Networking Happy Hour

2:30 p.m. – 3:30 p.m.

Cash Bar

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### Workshop Sponsors



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