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EDS VI Executive Directors Share

Sunday-Tuesday, December 3-5, 2023

Hilton Carillon Park, St. Petersburg, FL

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SCHEDULE

SUNDAY

2:00 PM	**Check in/Rooms Available** *Lobby*
4:30 PM	**Reception** *Picasso Patio*
5:00 PM	**Mincha** *Picasso C (shkiah is 5:28)*
5:30 PM	**Cocktail Hour** *Picasso Patio*
6:00 PM	**Keynote - Dean Noam Wasserman** *Picasso C*
7:00 PM	**Dinner** *Picasso A & B*
8:00 PM	**Maariv** *Picasso C*
8:00 PM	**Dessert & Networking** *Picasso D, E & F and Outdoor Patio*

MONDAY

	Executive Directors Share			Development Track
7:00 AM	**Daf Yomi** *Picasso C*			
7:45 AM	**Shacharit** *Picasso C*			
8:15 AM	**Breakfast** *Picasso A & B*			
9:00 AM	**Keynote - The Battle Lines Over Government Funding: Where We're Headed** Dr. Avi Helfand, *Director, Institute for Law, Religion and Ethics, Pepperdine University, Caruso Law Faculty* *Picasso C*			**Engaging Your Board and the Role of the Development Committee / Fundraising in Crisis Times** Presenter: Amy Schiffman *Gateway*
10:15 AM	**Construction Security Planning- Key Security Aspects for Small or Large Renovation or Construction** Presenter: Global Security *Van Gogh A*	**Risk & Insurance | Employee Benefits | Retirement & Private Wealth** Presenter: Michael Gold *Van Gogh B*	**The HOS/DOD/Board Chair Partnership: Making the Dream Team Work for You** Presenter: Pam Lookatch *Picasso C*	
11:15 AM	**Break - Visit the Vendor Hall and Tea Room Open** *Picasso Ballroom D, E & F*			
12:00 PM	**Nordstrom or Walmart - Creating an Elevated School Experince and Advancing the Culture of Your School** Presenter: Ahuvah Heyman *Van Gogh A*	**Leveraging Visual AI: Generate Real-Time Insights to Proactively Enhance School Safety** Presenter: SparkCognition *Van Gogh B*	**What Schools Need to Know About Immigration Law** Presenter: Ari Farkas, esq. *Picasso C*	Development Breakout 1A **Capital and Comprehensive Campaign Planning: A 3 School Case Study** Presenter: Jane Best, Pam Lookatch, Liz Fishel *Gateway* Development Breakout 1B **How to Create & Document Your Fundraising Plan** Presenter: Renee Davis *Feathersound*
1:00 PM	**Lunch** *Picasso A & B*			

	Executive Directors Share			Development Track
2:15 PM	**How the Six Types of Working Genius Can Enhance Your Leadership** Presenter: Miriam Stein *Van Gogh A*	**Budgeting 101 – The Unexpected Game Changer** Presenter: Stacy Zrihen - Cross River *Van Gogh B*	**YU Pride Alliance v. YU: How it Works and What It Means** Presenter: Avi Helfand *Picasso C*	**Using Data for Planning & Accountability: For You, for Your Leadership and For Your Board** Presenter: Renee Davis *Gateway*
3:15 PM	**Break - Tea Room Open and Vendor hall** *Picasso Ballroom D, E & F*			
3:30 PM	**Negotiating Your Contract as an ED** Presenter: Richie Hagler *Van Gogh A*	**Rise of Healthcare Spend Bending the Curve of Trend through Creative Strategies** Presenter: Ritzer Insurance *Van Gogh B*	**Independent School Legal Issues in 2023** Presenter: Chaim Book, esq. *Picasso C*	**Building Your Legacy & Endowment Efforts - Are You Ready to Go Next Level?** Presenter: Amy Schiffman & Chavie Kahn *Gateway*
4:30 PM	**Mincha** *Picasso Ballroom C* **Vendor Hall and Tea Room** *Picasso Ballroom D, E & F*			
5:00 PM	**How Social Media Can Impact Your Business** Presenter: Lev Stark *Van Gogh A*	**FIRE, READY, AIM! Introducing Project Management into Your Organization** Presenters: Jonah Halper & Jessie Katz *Van Gogh B*	**Topic: Development Roundtable Discussions:** **1. Grandparents** **2. Alumni** **3. Where Are All of the Institutional Funders?** *Gateway*	
6:00 PM	**Break - Tea Room Open** *Picasso D, E & F*			
6:45 PM	**Maariv** *Picasso C*			
7:00 PM	**Dinner and Entertainment** *Picasso A & B*			
8:15 PM	**Outdoor Reception** *Picasso Patio*			

TUESDAY

	Executive Directors Share			Development Track
7:30 AM	**Daf Yomi** *Picasso C*			
7:45 AM	**Shacharit** *Picasso C*			
8:15 AM	**Breakfast** *Picasso A & B*			
9:00 AM	**War in Israel - Close the Gap; Key Immediate Security Aspects** Presenter: Global Security *Van Gogh A*	**Pensionmark- Retirement Plan Best Practices and How Other EDS Schools Are Implementing Them and a Market/Economic Update** Presenter: Conor Ussery and Ricky Novick *Van Gogh B*	**TBD** Presenter: Roth and Co *Picasso C*	**Cultivation Master Class: Dating Your Donors** Presenter: Jonah Halper *Gateway*
10:00 AM	**Break - Tea Room and Vendor Hall** *Picasso D, E & F*			
10:15 AM	**Using AI and ChatGPT to Automate and Enhance Your Office** Presenter: Rabbi Yaacov Cohen *Van Gogh A*	**Compensation in Jewish Education Roundtable Discussion** Presenter: Rabbi Yehuda Chanales *Van Gogh B*	**Legal Case Studies - Learning From School Scenarios** Presenter: Chaim Book, esq. *Picasso C*	**Development Breakout 2A** **Fostering a Culture of Major Gifts: Building Your MG Program** Presenter: Renee Davis, Pam Lookatch *Gateway* **Development Breakout 2B** **Perfecting the Ask: Hands-on Solicitation Training Workshop** Presenter: Amy Schiffman, Jane Best *Feathersound*
11:15 AM	**Visit the Vendor Hall/ Networking** *Picasso Ballroom D, E & F*			
11:45 AM	**Build Your Future Tech Support Team** Presenter: WIPFLI *Van Gogh A*	**Increasing Your Goverment Funding** Presenter: Teach Coaltion *Van Gogh B*	**Development Roundtable:** **1. Recognition & Stewardship** **2. Storytelling & Building a Compelling Case for Support** **3. Juggling Multiple Campaigns and Making the Concurrent Ask** *Picasso C*	
12:45 PM	**Lunch** *Picasso Ballroom A*			**Materials Share Out (over lunch)**
1:45 PM	**Current Independent School Legal Issues** Presenter: Fisher Phillips *Van Gogh A*	**Taking it Home: How to Manage Your Time and Work Smarter, Not Harder** Presenter: Amy Schiffman, Renee Davis *Picasso C*	**GIVE NACHAS: Engaging Grandparents at Your School** Presenter: Jonah Halper *Van Gogh B*	
2:45 PM	**Mincha,** *Picasso C* **Dinner to Go,** *Picasso Pre Function Area*			