

## **Buck Starts Here Agenda**

### ***Monday February 25***

Registration (continental breakfast)		8:00-9:00
Board Development	Janus Small	9:00-12:00
Inspiration Panel		12:00-1:00
Case Statements	Lori Overmyer	1:00-4:00
Networking Roundtables	(Three ½ hour sessions)	4:00-5:30
Dinner at Florentine (optional)		6:00-8:00

### ***Tuesday February 26***

Continental Breakfast		8:00- 9:00
Annual Campaigns	Ken Frisch	9:00-12:00
Funders Panel		12:00-1:00
Stewardship	Kay Coughlin	1:00-4:00
Networking Roundtables	(Two ½ hour sessions)	4:00-5:00
Wrap-up Follow-up		

### **Inspiration Panel - Monday Luncheon- Joyce Barrett Moderator**

Marcia Downes -The Works Newark  
Charlie Moses- Capital Square Foundation  
James Oda- Piqua Library

### **Funders Panel -Tuesday Luncheon- Lori Overmyer Moderator**

Roman Vetter -Jeffris Foundation  
Michael Wilkos- Columbus Foundation  
Steven Fields- Huntington Bank  
John Landess-Turner Foundation

### **Roundtable Facilitators**

#### **Topic                      Monday/Tuesday**

Prospecting - Leslie Poole/Ruth Stenberg  
Making the Ask - Lena Crider/Pam Glasgow  
Development Plans - Nanon Morrison  
Membership - David Weaver  
Corporate Giving - Carolyn Caldwell  
Special Events - Suzan Nocella  
Planned Giving - Ruth Stenberg/Ruth Watkins  
On-line Giving - Ann Snider  
Major Gifts - James Walker/Lori Overmyer

## **The Buck Starts Here**

The Buck Starts Here is a two-day fundraising workshop for historic preservation; this will be an interactive experience, which will send you home with a framework of information and activities to make you a more effective as a fundraiser  
There will be four learning units, led by expert fundraising professionals, each session will be a half day:

### **Curriculum**

#### **Board Development**

Is your board prepared to raise money? Do they understand their responsibilities?

#### **Case Statements**

What are your needs, what are your constituent's interests, how do you articulate?

#### **Annual Campaigns**

These campaigns are more than sending a letter in the mail

#### **Stewardship**

Your donors, how to involve them in your project, how to foster repeat giving, how to move them to higher giving levels

### **Roundtables**

Each afternoon there will be several 30 minute roundtable discussions on a variety of fundraising topics lead by fundraising professionals, who will participate as table mentors during the two-day workshop.

### **Luncheon Panels**

Monday the luncheon panel will be "Inspiration Panel" where other non-profit leaders will share their success story, showing you too can succeed!

Tuesday the luncheon will be a "Funders Panel" foundation and corporate funders will share what they are looking for, what makes a successful proposal, and dos and don'ts tips.

A notebook will be provided with presentations, resource materials and exercises. You will be asked to bring some materials with you, to build upon what you already have in place.