



Annual Summer Conference 14–16 June 2002 Noordwijk, Netherlands

The **European Association of Consultants to and about Not-for-Profit Organisations** recognises the need to address the challenges and opportunities that face the non-profit sector as geographical and cultural borders become more fluid. At the EUconsult Summer Conference, **28 member companies** from 9 European countries will have the opportunity to come together and to benefit from a programme which has been specially developed for professional consultants working in the third sector. In addition, **non-members are most welcome**, giving both groups the opportunity to share their experiences in an informal atmosphere.

This summer we have organised a broad-based programme to appeal to consultants working in many different fields. Our speakers, coming from diverse backgrounds, are highly trained and will certainly give us a lot to talk about. In addition to contributions from expert consultants, we are pleased to include the client perspective in our programme, plus a panel discussion where the reasons for and against using consultancy services will be investigated.

Located just across from the beach, the ultra-modern facilities of the De Baak Management Centre Hotel provide the perfect combination for relaxation and business exchange. A change of scene for dinner on the Saturday evening will give participants and their partners a chance to experience true Dutch hospitality in the magnificent surroundings of a beach house built in 1827 by King Willem I of the Netherlands.

Our conference hotel:

De Baak Management Centre Hotel

Koningin Astridboulevard 23
NL-2202 BJ Noordwijk, Netherlands
Tel: +31 71 369 0179
Fax: +31 71 369 0276
www.debaak.nl

Please register with (form attached):

Denise Dawes

Schulzendorfer Str. 138b
D-13467 Berlin, Germany
Tel: +49 30 40536845
Fax: +49 30 40536846
100144.67@compuserve.com

**EUconsult board member
hosting the meeting:**

Henk Smit

The Fundraising Company
Raadhuisstraat 15
NL-1016 DB Amsterdam, Netherlands
Tel: +31 20 427 0027
Fax: +31 20 423 0023
H.A.Smit@fundraisingcompany.nl

Costs: <u>Members:</u>	Early-Bird Registration (by 15 April 2002)	€470	/ partner €295
	Registration after 15 April 2002:	€520	/ partner €320
<u>Non-Members</u>* :	Early-Bird Registration (by 15 April 2002)	€570	/ as above
	Registration after 15 April 2002:	€620	/ as above

This is an **all-inclusive price** (covering accommodation for two nights, food, beverages and all other activities during the conference). You will be billed once we receive your registration.

*Non-members joining EUconsult by 30 June 2002 may deduct the extra €100 conference fee from the membership fee for the year.



ANNUAL SUMMER CONFERENCE NOORDWIJK, NETHERLANDS

PROGRAMME

Friday, 14 June 2002

Participants arrive during the afternoon and check in.

18.30 Welcome Reception

18.50 **Keynote Speech – The Dutch Perspective**
Theodoor Adams, Director, Cultural Policy Department,
Dutch Ministry of Education, Culture and Science
After giving an introduction to current cultural/not-for-profit policy issues in the Netherlands, Theodoor Adams will outline the context for Dutch cultural policy in recent years, including the so-called 'privatisation' of the national museums. He will also give an overview of the political landscape in respect of cultural and non-profit policy making following the May general election, and talk about his own personal experience with consultants from the client's point of view.

19.30 Dinner at the Hotel

Saturday, 15 June 2002

09.15-9.30 **Opening Speech**
Henk Smit, EUconsult's Vice-Chairman, will open the conference.

9.30-10.30 **The Client Perspective**
Dr Andreas von Block-Schlesier, Secretary General,
Johanniter International (JOIN), Brussels
Charity organisations make use of consultants because they hope to find solutions for their economic problems. But do consultants really know how charities function? And do charities really know how consultants are best used to face the problems of their organisations? Dr von Block-Schlesier has been working in leading positions for different charities over the last 25 years and in this session will share the considerable experience he has gained on the above questions.

10.30-11.00 **Break**

11.00-12.00 **The Potential for Fundraising in America for European Causes**
Kenneth Hoffman, American Associate, Action Planning,
Boston, Massachusetts
American donors gave over US\$200 billion (€226 billion) last year. US law permits gifts to charities in any country. Yet few continental NPO's have pursued this opportunity. Kenneth Hoffman, fundraising consultant, describes the key elements of the US sector's structure as it affects European causes. He offers practical suggestions for addressing the most important question: 'Why should an American donor - foundation, corporation, or individual - give to a European charity?'

12.00-13.30 **Lunch**

Saturday, 15 June 2002 (continued)

- 13.30-14.30** **The Development of Consultancy Services in the German Cultural Sector**
Pia Hartmann, Hartmann Nagel Art & Consulting, Frankfurt-am-Main
Jens Imorde, Imorde Projekt- und Kulturberatung, Münster
The consultancy market to the cultural sector in Germany is highly dependent on political and regional factors, and differs much from federal state to federal state, take North-Rhine Westphalia, Berlin or Hesse as examples. Demand for consultancy services emerges as a result of change processes requiring feasibility studies, city/urban development projects or because of the need for stand alone solutions for institutions in areas such as marketing and communication. The Business Development Process will be discussed through illustrative examples.
- 14.30-15.00** **Break**
- 15.00-16.00** **Members' Presentations**
Dr Friedrich Haunert, Berlin, Lottie Brickert, Excel, Paris,
Thomas Harris, The Virtual Consulting Firm, Paris
An opportunity for members of EUconsult to give an outline of their services and talk about their work with clients.
- 16.00-18.00** **Annual General Meeting**, including election of new members of the board (other conference participants are invited to join).
- 19.30** Dinner in Schevenigen, followed by music and dancing (for volunteers!).

Sunday, 16 June 2002

- 08.00-09.00** **Board meeting over breakfast** to introduce new board members and assign tasks for the coming year.
- 09.00-10.00** **Working Across Cultures**
Prof Geert Sanders, Director, Ubbo Emmius Foundation and Professor, Organisational Sciences, University of Groningen
Development and consultancy are always embedded in a cultural context. In this session, Prof Geert Sanders will introduce a model that describes the main differences between national cultures and their consequences with regard to the functioning of organisations. After this, the participants will be invited to reflect on their consulting experiences in different countries. Are there specific characteristics or patterns that can be distinguished? Are there similarities? What are the important learning experiences of consultants who have worked in a variety of cultural settings?
- 10.00-10.30** **Break**
- 10.30-11.45** **Panel Discussion – The Pros and Cons of Engaging a Consultant**
Elizabeth Vroom, Duchenne Parents Project, Amsterdam
Henk de Graaf, Hartstichting, The Hague
Henk Smit will chair the discussion
Increasingly, NPOs are recognising the value of the services that consultants provide, but not all are convinced. Why do clients opt to use the services of a consultant and why do some people consciously reject such services? Panel members from both sides of the fence reveal their secrets...
- 11.45-12.30** **EUconsult – The Best Way Forward**
Barbara Crole, Chair of EUconsult, will lead a discussion on the future activities and priorities of the Association.
- 12.30-14.00** **Lunch**
- 14.00** A bus will pick up delegates from the hotel and drop off at Schiphol airport.



Registration

Annual Summer Conference 14–16 June 2002 Noordwijk, Netherlands

Please fax or e-mail to:

Denise Dawes
Schulzendorfer Str. 138b
D-13467 Berlin, Germany
Tel: +49 30 4053 6845
Fax: +49 30 4053 6846
100144.67@compuserve.com

- Yes, I want to register.
- Yes, I want to register myself and my partner
- Yes, I want to register colleagues
- I will not be able to attend the Summer Conference this year

Name:

Name of partner:

Other company participants:

.....

.....

Company:

Address:.....

.....

Tel:.....

Fax:.....

Email:.....

Date/Signature:

Please register early – and make use of our **early bird discount!**
You will be billed and sent joining instructions once we receive your registration.