



THE EUROPEAN ASSOCIATION OF
CONSULTANTS TO AND ABOUT
NOT-FOR-PROFIT ORGANISATIONS

WINTER CONFERENCE
Berlin
25-26 January 2007



Photo: Reinhardtstrassen-Höfe, Berlin

Reception and Dinner, Thursday 25 January

19.30 On the Thursday evening, we will experience the traditional and modern faces of Berlin. The Schinkel-Klause restaurant (photo right) is situated in Berlin's historical centre, next to the *Staatsoper* opera house and opposite Humboldt University, on Berlin's famous *Unter den Linden*. We will enjoy traditional German hospitality and after dinner there will be the opportunity to take in the dazzling modern architecture (and a nightcap) at Potsdamer Platz (photo below, centre).



Conference at the Reinhardtstrassen-Höfe, Friday 26 January

09.45-10.30	<p>KEYNOTE SPEECH – TRANSPARENCY AND THE THIRD SECTOR</p> <p><u>Peter Eigen</u>, Chairman, Transparency International, Germany</p> <p>Peter Eigen is the founder and chairman of Berlin-based Transparency International, which focuses on global governance, accountability and transparency. His other activities include the UK's Africa Progress Group, the Extractive Industry Transparency Initiative (EITI) and the Centre for Civil Society in Berlin. In his keynote speech Peter Eigen will give participants some fascinating insights into the work being carried out by Transparency International and how developments in the field of transparency might impact on their businesses and those of their non-profit clients.</p>
10.30-11.30	<p>CONSULTING PRACTICE – USING YOUR OWN WATCH TO TELL THE TIME</p> <p><u>Pauline Wood</u>, Independent Consultant and Former Partner of Accenture, UK <u>Daryl Upsall</u>, Director, Daryl Upsall Consulting International, Spain</p> <p>The consulting sector has been criticised for 'borrowing the client's watch to tell him the time'. But is this stereotype justified? And surely it doesn't apply to us in the not-for-profit sector? For-profit consultants have worked to disprove this stereotype for a long time. What can we learn from them about 'building better businesses'? Do the methods of the for-profit sector have value for the client that could not be created by the more personal methods of the not-for-profit sector? How do we find the right people for consulting in the non-profit sector? This dynamic session will explore these questions and more.</p>
11.30-12.00	Break

The European Association of Consultants to and about Not-For-Profit Organisations

12.00-13.00	<p>PHILANTHROPY AND DEVELOPMENT – FROM AID TO SOCIAL MARKET</p> <p><u>Andreas Renner</u>, Director, The Global Exchange for Social Investment, Germany</p> <p>Andreas Renner will focus on some fascinating case material documenting the many opportunities which now exist for charitable organisations to turn to "social investment" in addition to, or instead of, outright grants. The session will cover specific social investment opportunities as well as the options open to philanthropists to invest in a bottom-of-the-pyramid (BoP) fund. It will also outline the project selection criteria and services available over the lifetime of the development investment projects that are helping to make charitable donations go further and break the cycle of aid-dependency.</p>
13.00-14.00	Lunch
14.00-15.00	<p>THE DEVELOPMENT OF GOOD GOVERNANCE IN EUROPE'S THIRD SECTOR</p> <p><u>Linda Laurance</u>, Principal Associate, Linda Laurance & Associates, UK <u>Elizabeth Mills</u>, Principal, Éminence Grise, UK <u>Foster Murphy</u>, Principal, Charitable Futures, UK</p> <p>This panel discussion, chaired by Linda Laurance, will explore what NGO governance means and how far it has been developed in countries across Europe, from the perspective of EUConsult members. To set the scene, the panel will touch on the UK situation as one model (role of the Charity Commission, Code of Governance, National Occupational Standards for Trustees, Self-Regulation of Fundraising Organisations), emphasising the ultimate responsibility of trustees/directors/management committee members with regard to the effective governance of their organisation. Participants will be invited to contribute as representatives of a wide range of European countries.</p>
15.00-15.15	<p>EUCONSULT MEMBER SURVEY ANALYSIS AND PRIZE DRAW</p> <p><u>David Saint</u>, Chairman, EUConsult</p> <p>David Saint will give an overview of the results of the 2006 Member Survey and lead a short discussion on some of the major points raised by members.</p>
15.15-15.40	Break
15.40-16.40	<p>ARE YOU PREPARED FOR NEW MEDIA FUNDRAISING CONSULTING?</p> <p><u>Mike Johnston</u>, President, Hewitt and Johnston Consultants, Canada</p> <p>The explosion of new media fundraising in North America has had one fatal flaw: technology companies are introducing new methods of giving AND being relied upon to provide creative, strategy, and tactics for their non-profit clients. Only in the last few years have successful fundraising consulting models evolved for new media fundraising. This session will look at what successful new media fundraising consulting is becoming in North America and what it means for the next decade of fundraising consulting in Europe.</p>
16.40-17.00	<p>EUCONSULT MEMBER PRESENTATIONS</p> <p><u>Louise Giroux</u>, President, Philanthrôpia, France <u>Vera Peedeman</u>, Senior Consultant, Van Dooren Advies, NL</p> <p>EUConsult Members Louise Giroux and Vera Peedeman will talk about the services that they are able to provide and the range of clients they work with. This session gives participants the chance to consider what scope their might be for future cooperation.</p>
17.00	Close