

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



## ANNUAL SUMMER CONFERENCE 19–21 JUNE 2009, GENEVA



The EUConsult Summer Conference is one of the highlights of the Association's year, providing members and non-members with an active forum for discussing developments in the European non-profit sector. Consultants from 45 member companies based in 14 European countries are invited to meet over two days and share their extensive experience in a relaxed and professional atmosphere. Non-members are most welcome to attend this special event.

Please take a look at the attached programme for full details...



### CENTRE DE L'ESPERANCE

Our conference venue, the Centre de l'Esperance, is the cultural centre of the Roman Catholic parish of Saint-Joseph in the heart of Geneva.



### HOTEL NOVOTEL GENÈVE CENTRE

The Novotel Genève Centre is a comfortable and contemporary 4 star hotel with a fitness centre and spa. It is centrally located and just a short walk from the lake.  
[www.accorhotels.com/gb/hotel-3133-novotel-geneve-centre/index.shtml](http://www.accorhotels.com/gb/hotel-3133-novotel-geneve-centre/index.shtml)



### WHY NOT BRING YOUR PARTNER ALONG?

Partners are always made very welcome and are sure to enjoy the friendly atmosphere at the two evening events.

#### SUMMER CONFERENCE HOSTS

Barbara Crole  
[bcsozialmarketing@bluewin.ch](mailto:bcsozialmarketing@bluewin.ch)  
Dr Peter Buss  
[peter.buss@nonprocons.ch](mailto:peter.buss@nonprocons.ch)

#### ORGANISATION/REGISTRATION

Denise Dawes  
Executive Secretary, EUConsult  
Tel: +49 30 4053 6845  
[d.dawes@euconsult.org](mailto:d.dawes@euconsult.org)



**ANNUAL SUMMER CONFERENCE**  
**19–21 JUNE 2009, GENEVA**  
**PROGRAMME**



**EU**  
**Consult**

**FRIDAY, 19 JUNE**

**15.30-17.00 GUIDED TOUR OF THE UNITED NATIONS PALAIS DES NATIONS (Optional Tour)**

During this special optional tour participants will be able to see the Human Rights and Alliance of Civilizations Room, a selection of the gifts presented by various countries, the Salle des Pas Perdus (with views of the Armillary Sphere and the monument commemorating the conquest of outer space) and the Council Chamber, where many important negotiations have taken place (the walls are covered with impressive murals). During the tour participants will be informed about the work of the United Nations and the history of the Palais des Nations.

**19.30 WELCOME RECEPTION AT LA PERLE DU LAC**

*Daryl Upsall*, Chairman, EUConsult

EUConsult's Chairman welcomes participants and guests.

**20.00 KEYNOTE ADDRESS**

*Tim Hunter*, International Fundraising Director, United Nations Children's Fund (UNICEF), Switzerland

**20.20 DINNER AT LA PERLE DU LAC**

La Perle du Lac certainly lives up to its name. Established in 1930, the restaurant is in a beautiful location on the banks of Lac Léman. Surrounded by the lush gardens of Mon Repos park, there are wonderful views of the lake and beyond to Mont Blanc. The restaurant is well known among Geneva's food lovers and will be a superb setting for the start of the conference.

**SATURDAY, 20 JUNE**

**09.45-09.50 OPENING ADDRESS**

*Daryl Upsall*, Chairman, EUConsult

**09.50-10.35 WORLD ECONOMIC FORUM - INTEGRATION OF NON-BUSINESS STAKEHOLDERS**

*Saadia Zahidi*, Head of Constituents, World Economic Forum, Switzerland

Saadia Zahidi will outline the Forum's multi-stakeholder approach to improving the state of the world by engaging leaders in partnerships to shape global, regional and industry agendas. The session will focus on the integration of NGOs, labour leaders, religious leaders and other Forum communities such as gender parity groups, young global leaders and social entrepreneurs.

**10.35-10.55 Break**

**10.55-11.45 THE NOT-FOR-PROFIT SECTOR IN SWITZERLAND – AN OVERVIEW**

*Dr Peter Buss*, Partner and CEO, NonproCons, Switzerland

*Dr Hans Lichtsteiner*, Director, VMI Nonprofit Management Institute, Freiburg University, Switzerland

Individual initiative and self-responsibility are two well-rooted basic values in Swiss civil society. Dr Peter Buss and Dr Hans Lichtsteiner will give an overview of the emergence, composition and structure of the third sector in Switzerland, illustrating the key players involved in major research areas. They will also address questions particularly relevant for NPO consultants.

**11.45-12.30 A PRIVATE SWISS FOUNDATION – PHILANTHROPY FIT FOR THE FUTURE?**

*Johan Schotte*, Chairman & Founder, Johan Schotte Foundation, Switzerland

Johan Schotte will give participants an overview on the activities of his private foundation and will also share fascinating insights into philanthropy from the viewpoint of the donor. In such financially challenging times new ideas are very much in demand. Johan Schotte will outline a new financial approach that he has developed to ensure that philanthropists are able to increase and better plan their levels of giving.

**12.30-13.40 Lunch**

**13.40-14.30 PEER REVIEW – THE END OF CONSULTING?**

*Lesley Ellarby*, Director, Longitude Consulting, Malaysia  
*Lola Gostelow*, Humanitarian Consultant, UK

Lesley Ellarby and Lola Gostelow will be looking at how a number of the biggest INGOs have agreed to deploy their peers to take a searching look at what they do and how they do it. The results have been both challenging and exciting, and the implications of the collaborative approach are far-reaching for the leadership of participating organisations - raising such questions as: Can it help build trust across the sector? What kinds of organisational changes does it signal? What does it mean for different forms of accountability? And does this have potential to influence how your public sees you?

**14.30-15.20 GOOD GOVERNANCE – CAN WE MANAGE WITHOUT IT?**

*Filippo Addarii*, Executive Director, Euclid Network / Director of International Leadership Development, ACEVO, UK and *Linda Laurance*, Consultant, Linda Laurance Associates, UK

With transparency, accountability and sustainability high on agendas, good governance would seem to be essential for non-profit organisations. Filippo Addarii and Linda Laurance will explore the checks and balances, the developments taking place in raising the quality of governance in the European third sector, and how EUConsult members can contribute their expertise.

**15.20-15.40 Break**

**15.40-16.00 EUCONSULT CODE OF ETHICS**

*Henk Smit*, Chairman, The Fundraising Company, Netherlands

Henk Smit will follow up on the discussions held at last year's Summer Conference in Rome where a detailed analysis of the EUConsult Code of Ethics took place.

**16.00-16.45 EUCONSULT ANNUAL GENERAL MEETING**

(Non-members attending the conference are welcome to attend)

EUConsult Board Members report on developments over the past year and discuss the Association's activities with Members.

**18.45 DINNER CRUISE ON THE SAVOIE PHILIPPE CHEVRIER**

Our dinner cruise on Lac Léman is set to be an evening to remember. The refined cuisine created by star chef Philippe Chevrier and his team, together with the graceful elegance of the Savoie, built in 1914 and recently completely renovated, make a superb combination recreating the nostalgia of the Belle Epoque.

## SUNDAY, 21 JUNE

**10.00-11.00 HOW TO BEST ADVISE YOUR CLIENTS IN AN ECONOMIC CRISIS**

*David Saint*, Chairman, Action Planning, UK (Session Chair)  
*Joe McKenna*, Founder, Venture Advancement, Ireland  
*Daryl Upsall*, Chairman, EUConsult / Daryl Upsall Consulting International, Spain  
*Dr Francesca Zagni*, Consultant / President, ASSIF (Association of Fundraisers), Italy

In this interactive session we will explore how the current economic and financial crisis is impacting upon NPOs and how we as consultants can best support and advise them. It will cover areas such fundraising in a crisis; where and how to invest; managing human resources; building "market share"; NPO mergers, and how to come out of a crisis as a stronger organisation. We will also look at how our clients may be changing the way they work with consultants in these challenging times.

**11.00-11.30 Break**

**11.30-12.30 CULTURAL EVENTS – HOW TO DEVELOP & COMMUNICATE A UNIQUE MODEL**

*Kim Gaynor*, Managing Director, Fondation du Festival et Académie de Verbier, Switzerland

Does your festival or event stand out from the hundreds of other similar events locally/regionally/internationally? How can you convince the culturally aware and mobile consumer to attend your event? How important is choice of location, performance facilities, partnerships and programming philosophy to success? How can you use community building, educational and other peripheral activities to keep momentum and visibility for your event. Kim Gaynor, Managing Director of the Verbier Festival, draws on over 20 years of experience in four different countries to attempt to answer these questions.

**12.30 Close**

**ANNUAL SUMMER CONFERENCE, 19-21 JUNE 2009, GENEVA**



**REGISTRATION**

**DELEGATE & PARTNER RATES**

The delegate rate is an all-inclusive price (accommodation for two nights, food, beverages and all other activities during the conference), but does not include the optional tour. The partner rate is for accommodation, breakfast and dinner during the conference, including the evening events. You will be billed once we receive your registration.

- Early-bird registration: fax/e-mail by 16 May**  
(you will be invoiced on receipt of registration – payment to be received by 23 May)
    - Member rate (€725)     Non-Member rate (€825)     Partner rate (€300)
  
  - Standard registration: fax/e-mail after 16 May**  
(you will be invoiced on receipt of registration - payment to be received by 9 June)
    - Member rate (€775)     Non-Member rate (€875)     Partner rate (€350)
  
  - Yes, I want to register
  - Yes, I want to register myself and my partner
  - Yes, I want to register \_\_\_\_ colleagues
  - Please provide me/my partner/my colleague with vegetarian meals
- 
- Visit to the United Nations (optional tour)**  
(A small additional charge will be made for transport and for the visit according to the number of registrations)
    - Yes, I want to register \_\_\_\_ participant/s

Name: \_\_\_\_\_

Name of Partner:  
(not attending conference) \_\_\_\_\_

Accompanying Colleague/s:  
(attending conference) \_\_\_\_\_

Name: \_\_\_\_\_ e-mail: \_\_\_\_\_

Name: \_\_\_\_\_ e-mail: \_\_\_\_\_

Company: \_\_\_\_\_

Address:  
(not required for EUConsult members) \_\_\_\_\_

Date: \_\_\_\_\_ Signature: \_\_\_\_\_

You will be billed and sent joining instructions once we receive your registration - please register early!

**Please fax or e-mail to:**

**Denise Dawes - Fax: +49 30 4053 6846 - [d.dawes@euconsult.org](mailto:d.dawes@euconsult.org)**