



## EUCONSULT REGISTER OF CONFERENCE SPEAKERS

[www.euconsult.org](http://www.euconsult.org)

SUBJECT AREA / TITLE	FORMAT	LENGTH	SPEAKER(S)	COMPANY	LANGUAGES	TARGET AUDIENCE
<b>MANAGEMENT AND PLANNING</b>						
Strategic, Organisational and Product Business Planning including Marketing Plans	Workshop/masterclass	0.5-1 day	John Pepin	Aperio Group (Europe)	English	Senior management, trustees, fundraisers, business development staff
<b>FUNDRAISING</b>						
Adapting the AIDA Concept to Foundation Fundraising	Presentation	1 hour	Roy Schedler	NonproCons	English, French, German	Cultural sector professionals, esp. museums/associations
Venture Philanthropy	Workshop/masterclass	0.5-1 day	John Pepin	Aperio Group (Europe)	English	Senior management, trustees and fundraisers
Major Donor Development	Presentation/workshop	1-2 hours	John Baguley/Mena Gainpaulsingh	IFC	English	Senior management and fundraising staff
Capital Appeals	Presentation/workshop	1-2 hours	John Baguley	IFC	English	Senior management and fundraising staff
Corporate Sponsorship	Presentation/workshop	1-2 hours	John Baguley	IFC	English	Senior management and fundraising staff
<b>OTHER</b>						
Developing/Growing Social Enterprises/Earned Income/Trading	Workshop/masterclass	0.5-1 day	John Pepin	Aperio Group (Europe)	English	Senior management, trustees, fundraisers, business development staff
Collaborative Working and Mergers	Workshop/masterclass	0.5-1 day	John Pepin	Aperio Group (Europe)	English	Senior management

May 2011

Please contact [d.dawes@euconsult.org](mailto:d.dawes@euconsult.org) for more information