



## EUCONSULT MEMBERS

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## REGISTER OF SPEAKERS

SUBJECT AREA / TITLE	FORMAT	LENGTH	SPEAKER(S)	COMPANY	LANGUAGES	TARGET AUDIENCE
<b>MANAGEMENT AND STRATEGIC PLANNING FOR NON-PROFITS</b>						
Strategic, Organisational and Product Business Planning including Marketing Plans	Workshop/masterclass	0.5-1 day	John Pepin	JPA Europe	English	Senior management, trustees, fundraisers, business dev. staff
<b>FUNDRAISING FOR NON-PROFITS</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	JPA 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
Maximising all your Fundraising Opportunities	Presentation	1.25 hours	William Conner	Brakeley	English	Senior management and fundraising staff
Major Gift Fundraising	Seminar/workshop	3 hours	William Conner	Brakeley	English	Senior management and fundraising staff
The Effective Use of Lay/Volunteer Leadership - Adapting the US Experience	Presentation	1 hour	John Kelly/William Conner	Brakeley	English	Senior management and fundraising staff
Overcoming Fear in Making the Ask: A Gift Asking Model to Empower the Fundraiser	Workshop	3 hours	John Kelly/William Conner	Brakeley	English	Fundraisers/senior managers/volunteers
Securing Statutory Bids and Tenders	Seminar/workshop	1 hour/2 days	Derek Smith	Action Planning	English	Senior management, fundraising directors and bid writers
<b>OTHER</b>						
Developing/Growing Social Enterprises/Earned Income/Trading	Workshop/masterclass	0.5-1 day	John Pepin	JPA Europe	English	Senior management, trustees, fundraisers, business dev. staff
Collaborative Working and Mergers	Workshop/masterclass	0.5-1 day	John Pepin	JPA Europe	English	Senior management
Getting the Most from Your Board	Presentation/workshop	1 hour/1 day	Marilyn Wyatt	Marilyn Wyatt	English (some German, Polish, Czech)	Chief executives and boards

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