



ANNUAL SUMMER CONFERENCE 13–15 JUNE 2003 PARIS

The **European Association of Consultants to and about Not-for-Profit Organisations** provides an active forum for discussing developments in the European non-profit sector. The EUConsult Summer Conference is the main event of the year, giving **34 member companies** (both individual consultants and consultancy firms) from **10 European countries** a unique opportunity to network with fellow professionals, cementing established relationships and forming new ones. The Summer Conference is the ideal way for **non-members** to experience the benefits of membership first hand, and those joining the Association following attendance at the conference can do so at a special rate.

Hosted by EUConsult member **Excel**, our conference in Paris will cover a range of topics selected to help participants maintain a lead in their consultancy field. A number of excellent speakers will cover subjects such as ***The Exciting Impact of New Technologies on the Non-Profit Sector***, ***The Challenges Facing Non-Profit Governance*** and ***Introducing North American Fundraising Concepts into Europe***. Jasna Sonne will give us a sneak preview of her fascinating new book in her presentation on ***Values, Mission, Money – the Market of Dreams and Hopes***. Now a regular feature at all EUConsult meetings, the ***Members' Presentations*** provide a spotlight on the activities and client base of our members. In addition, EUConsult Chairman, David Saint, will lead a session on the management tool ***The Balanced Scorecard*** and, of course, chair the Association's **Annual General Meeting**, at which new board members will be elected.

Our conference hotel is ideally located in the heart of Paris. Not that we will be confined to the hotel for the entire weekend! **Excel** have organised a special **dinner cruise on the Seine** for the Saturday evening - so do consider bringing your partner along. If enough partners register, we would be happy to arrange a partners' programme for the Saturday.

Our conference hotel:

Hôtel Bergère Opéra
34 rue Bergère
F – 75009 Paris
Tel: +33 1 4770 3434
Fax: +33 1 4770 3636
www.astotel.com

Please register with (form attached):

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

**EUConsult member
hosting the meeting:**

Eric Dutertre
Excel SA
146, rue du Faubourg Poissonnière
F-75010 Paris
Tel: +33 1 5602 3560 eric.dutertre@excel.fr
Fax: +33 1 5602 3599

Costs: <u>Members</u>:	Early-Bird Registration (<i>payment</i> by 15 April 2003):	€550	/ partner €295
	Registration after 11 April 2003 (<i>payment</i> by 9 June):	€600	/ partner €320
<u>Non-Members</u>* :	Early-Bird Registration (<i>payment</i> by 15 April 2003):	€650	/ as above
	Registration after 11 April 2003 (<i>payment</i> by 9 June):	€700	/ as above

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

*Non-members joining EUConsult by 30 June 2003 may deduct the extra €100 conference fee from the membership fee for the year.



**ANNUAL SUMMER CONFERENCE
13–15 JUNE 2003
PARIS**

Programme

Friday, 13 June 2003

Participants arrive during the afternoon and check in.

18.30 Welcome Reception

18.50 **Keynote Speech – The French Perspective**
Philippe-Henri Dutheil, Lawyer and Head of HSD Ernst & Young's Not-for-Profit Organisations – Professional Organisations practice, Paris
As a specialist in tax and legal issues in the third sector and Vice-President of the French National Committee on Association Life, Philippe-Henri Dutheil will share his considerable experience in a discussion of the major issues affecting the development of the French non-profit world.

19.30 Dinner at the Hotel

Saturday, 14 June 2003

09.15-9.30 **Opening Speech**
Eric Dutertre, Chairman of Excel, will open the conference.

9.30-10.30 **Governance and its Discontents: The New Context for Non-Profit Boards**
Dr Marilyn Wyatt, Director of Consulting & Training in Europe, BoardSource, Warsaw
Why is governance the most important issue facing non-profits today? What are the new expectations for boards of directors, and what new environmental factors must they respond to? How can consultants effectively involve them in organisational performance? Dr Marilyn Wyatt will address the current crisis in non-profit governance and discuss its implications for professional consultants and their clients.

10.30-11.00 **Break**

11.00-12.00 **The Exciting Impact of New Technologies on the Non-Profit Sector**
Roger Craver, Founder & Chairman, Delphi Communications, Haarlem, and Craver, Mathews, Smith & Company, Washington DC
Daryl Upsall, Founder & Chairman, Daryl Upsall Consulting International, Madrid (former Director of Fundraising at Greenpeace)
Do the new technologies – from the internet to SMS and lots in between – represent real promise or just hype and false hope for NGOs? The answers will surprise you. Two experienced fundraising pros, Roger Craver and Daryl Upsall, review best current practices and present a view into the future you won't want to miss.

12.00-13.45 **Lunch**

Saturday, 14 June 2003 (continued)

- 13.45-14.30** **Outcome Measures and the Balanced Scorecard**
David Saint, Chairman, EUConsult
Many funders are becoming more and more interested in funding outcomes rather than outputs, and not-for-profit organisations often struggle to find ways of measuring the intangible results of their work. The Balanced Scorecard is a tool developed for the profit sector which may be even more valuable in the not-for-profit sector. David Saint presents an overview of this tool which is closely linked to the strategic objectives of the organisation.
- 14.30-15.00** **Break**
- 15.00-16.00** **Members' Presentations**
Christopher Small, IFC, London, Annette Eikmans, Inter-Connectie, Den Haag, Francesca Zagni, Rome, Peter Buss, NonproCons, Basel
An opportunity for members of EUConsult to give an outline of their services and talk about their work with clients.
- 16.00-17.30** **EUConsult Annual General Meeting** (non-members attending the conference are welcome), including the election of new members of the board and followed by a discussion on the future development of the Association.
- 19.30** **Paris by Night** – a dinner cruise on the Seine departing from the Eiffel Tower.

Sunday, 15 June 2003

- 09.00-10.00** **Board meeting over breakfast** to introduce new board members and assign tasks for the coming year.
- 10.00-11.00** **Introducing North American Fundraising Concepts into Europe**
Arnaud Marcilhacy, Managing Director Europe, Ketchum Fund Raising, Paris
UK is definitely up to date, Northern Europe is getting there, France and Germany are looking at it, Spain and Italy are exploring the concept... What makes Europe so slow when it comes to fundraising? Is it about culture? Religion? Governments? Is there a European way of doing fundraising or is Europe a fake concept when it comes to fundraising too? Arnaud Marcilhacy, who worked for a major NGO in North America and is now working for the Paris office of Ketchum Fund Raising, the leading fundraising firm in Canada, will talk about all these subjects and answer (some) of these key questions.
- 11.00-11.30** **Break**
- 11.30-12.30** **Values, Mission, Money - the Market of Dreams and Hopes**
Jasna Sonne, Independent Fundraising Consultant, Vienna
This presentation is about the people within the NPO sector, their values, motivations, perspectives and relation to the field they work in - fundraising. NPO Managers, Fundraisers, Donors and Consultants to the sector were interviewed to talk about themselves and the institutions they work for or give to. Jasna Sonne will provide some fascinating insights into the sector, based on her new book, which is to be released in Germany and Austria this autumn.
- 12.30-13.30** **Lunch**
- 13.30** Departure



**ANNUAL SUMMER CONFERENCE
13–15 JUNE 2003
PARIS**

Registration

Please fax or e-mail to:

Denise Dawes

Fax: +49 30 4053 6846

denisedawes_euconsult@compuserve.com

**Early-bird deadline: fax/e-mail by 11 April
(you will be invoiced immediately - payment to be received by 15 April)**

- Yes, I want to register.
- Yes, I want to register myself and my partner
- Yes, my partner would be interested in participating in a Partners' Programme*
- 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: _____
(please also provide e-mail address)

Company: _____

Address: _____

Tel: _____

Fax: _____

E-mail: _____

Date: _____ **Signature:** _____

Early bird discount = payment to be received into the EUConsult account by 15 April 2003!

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

* Subject to minimum numbers and a small additional charge, we would be happy to arrange a museum tour, a visit to a market or a shopping trip on Saturday, 14 June.

www.euconsult.org