

EUCONSULT SUMMER CONGRESS VIENNA, 13-15 JUNE 2014

CONGRESS SPEAKERS



John Baguley
CEO, International Fundraising Consultancy

John Baguley PhD MBA is the CEO of the International Fundraising Consultancy which he founded in 1999, and which has offices in nine countries over four continents and works globally. He founded the free 'First Friday' fundraising meetings now in London, Milan, Geneva, Amsterdam and Ottawa.

John's clients have included the World Health Organisation, UNICEF and Cancer Research he has lectured from Moscow to South Africa and from the US to Indonesia and back. Author of several books, his PhD "The Globalisation of Non-Governmental Organisations" is published by VDM. John is a Fellow of the Institute of Fundraising.



Martin Beck
Founder and CEO, Beck Management Center

Martin Beck is Founder and CEO of Beck Management Center GmbH, Tübingen and Munich (Germany) and President of BruderhausDiakonie, one of the large foundations with a broad spectrum of professional and social activities in Germany.

Martin has been active in the not-for-profit sector for more than 30 years, holding various positions and tasks such as CEO of an umbrella organisation, president of associations and foundations, CEO of foundations, consultant, executive recruiter, both in profit and not-for-profit. Martin has published more than 200 pieces on NPOs, foundations and the social economy and has held lectures for many years at various universities in Germany. For a couple of years he has been a trustee at Homeshare International Foundation (Oxford). Almost his whole adult life Martin has been active in civil society organisations, supporting youth, providing education and serving elderly and handicapped people. He is an active member of the Protestant Church in Germany.

Martin has been member of EU Consult for more than ten years, served for some years as treasurer and is now on duty as chairman of the association. Together with his daughter Charlotte he is running Beck Management Center, an executive recruiting consultancy for management personnel in the NPO sector.



Alexander Buchinger
CEO, fundraising competence group

Alex Buchinger is CEO of the fundraising competence group (fcgroup) in Vienna. The fcgroup is a fundraising agency, specialised in direct mailing programmes for NGO clients in Austria, Slovakia and Czech Republic. Alex Buchinger has 20 years' experience in the NGO and fundraising sector as fundraising director of WWF Austria, secretary general of the Austrian boy-scout and girl-guides association, client director at the fcgroup and as a fundraising consultant.

2005 – 2010 he was member of the board of the Austrian Fundraising Association and is in charge for the Austrian Fundraising College. Alex Buchinger is a Dale Carnegie business-trainer and coach (Sales and Presentations Training), lecturer at different Universities and educational institutions on the topic of fundraising, NGO marketing, organisational communications and is an experienced speaker at different fundraising or NGO congresses.



Monica Culen
CEO, RED NOSES Clowndoctors International

Monica Culen has been involved in the NGO world for more than 30 years. After serving as Public Relations Officer at the OPEC FUND for International Development, she started the first clown programme in Europe at the beginning of the 1990ies and in 1994 founded RED NOSES Clowndoctors in Austria. Already in 1996, RED NOSES expanded into Hungary and in 2003, Monica established RED NOSES International (RNI) in Vienna as the umbrella for RED NOSES organizations. To date RED NOSES is active in a total of 11 countries spread around the world: Austria, Croatia, the Czech Republic, Germany, Hungary, Lithuania, New Zealand, Palestine, Poland, Slovakia and Slovenia.

Monica is still acting CEO of RNI, which directly promotes and enhances the human & social development continuum of the most vulnerable in society - chronically and acutely ill children, the elderly and rehabilitation patients. New innovative formats have also been established to respond to the needs of the disabled, women, and other individuals who are contending with difficulties, for example children in refugee camps and other emergency situations. To achieve the best results possible, RNI focuses on a range of interdisciplinary aspects important in maintaining a cohesive society where its members can enjoy good mental and physical health and benefit from education, culture and the arts.

Monica has also been President of the Austrian Fundraising Association (FVA) since 2004 promoting the professionalism of fundraising in the Austrian NGO environment. In 2011 she was one of the founding members of the European Federation of Hospital Clown Organizations (EFHCO) which protects and supports professional clown work in a healthcare environment on a European level. To date she is still the president of EFHCO. Monica has received numerous awards including the Leopold Gratz Award for Social Engagement in Austria (1999) and the Silver Medal of Merit of the Republic of Austria (2008).



Michael Diedring
Secretary General
European Council on Refugees and Exiles

Michael Diedring is the Secretary General of the European Council on Refugees and Exiles (ECRE), a position he has held since September 2012.

ECRE is a pan-European alliance of 82 refugee-assisting NGOs from 37 countries protecting and advancing the rights of refugees, asylum seekers and displaced persons. ECRE's mission is to promote the establishment of fair and humane European asylum policies and practices in accordance with international human rights law. ECRE monitors and denounces human rights violations while proposing and promoting fair and effective durable solutions. ECRE accomplishes its mission through research, advocacy, litigation and the sharing of knowledge and expertise.

Michael Diedring is a lawyer and accomplished rule of law / international development professional whose life was transformed by a "short sabbatical" from law firm practice in the early 1990s to assist in legal reform in Central and Eastern Europe. He relocated to Europe in 1995 and over his career has worked in more than 60 countries. Michael was Executive Director of the CEELI Institute (Prague) and Director General of the Baltic Management Institute (Vilnius), Country Representative for the Baltic-American Enterprise Fund (Vilnius), and Deputy Director of the International Bar Association (London) and ABA Central and East European Law Initiative (Washington, DC). Michael earned his Juris Doctor from Syracuse University College of Law and a Bachelors Degree in rhetorical speech from Drake University.



Lioba Kasper
Head of Legal Advice, Integrationshaus

After obtaining her law degree Lioba Kasper started to work as a legal advisor for asylum seekers and persons with uncertain legal status at the Verein Projekt Integrationshaus Wien. Since 2012 she is head of legal advice. One focus of her work is the representation of unaccompanied child refugees who are living at the Integrationshaus Caravan facility.

Integrationshaus is a non profit organisation, which since its establishment in 1995 has become a model project for the accommodation and integration of asylum seekers, refugees and migrants both at the national and international level. For many years, support, counselling and training projects have been professionally implemented with great success. Besides direct aid, in individual cases the Integrationshaus supports asylum seekers and refugees at a policy level and tries to promote their rights. It is therefore important to participate increasingly at a European level. For that reason the Integrationshaus is currently applying for a direct membership at ECRE.



Angelika Krabacher
Director Fund Development CEE/CIS
SOS Children's Villages International

Angelika Krabacher is the Director for Fund Development and Communications of SOS Children's Villages International for 24 affiliated Associations in CEE and CIS. In this position she is steering and guiding national Fundraising Directors and teams in fund development in terms of individual and corporate giving, public funding (grants from EU, EC, embassies) and communications.

In addition, she is supporting the national Fundraising Directors in the recruitment, orientation and on-boarding processes of fundraising key positions. Together with her team she is holding Skill-Share Conferences to enhance sharing-learning-growing. Being in a management position since more than 16 years for CEE/CIS, she is confronted with a challenging and ever changing reality (markets, banking-system, people development, human resources) – and is happy to discuss and exchange with EUConsult.



Linda Laurance
Governance Consultant and Mediator
Principal, Linda Laurance & Associates

Linda Laurance provides guidance on governance and trusteeship and on disagreement awareness and management, as a consultant, trainer and facilitator, and is a CEDR (Centre for Effective Dispute Resolution) accredited mediator. She has worked with a wide range of organisations across the UK, regionally and nationally, and with European and international organisations.

Linda is the former chair of the steering group for the UK code of good governance and the national occupational standards for trustees and management committees. She was the initial Co-ordinator for the Pan European Governance Principles project.

Currently Linda is vice chair of EUConsult, consultant-in-residence at Global Mediation Ltd, a BWBOnBoard associate consultant, a member of the Institute of Fundraising, and a member of the editorial panel of the Association of Chairs (UK).



Vera Peerdeman
Managing Director, Nassau

Vera is managing director and founder of Nassau Fundraising, an Amsterdam based consultancy, leading in relationship and major donor fundraising in the Netherlands. In addition to fundraising, Nassau focuses on fundraisers. We are the only agency in the Netherlands with an extensive Talent Development Program and a Recruitment Service for fundraising vacancies. Vera specialises in major donor fundraising.

Vera recently supported Wageningen University in its successful €15 million campaign, reaching its goal a year and a half ahead of schedule. Vera speaks regularly at (inter)national conferences, she trains fundraisers and she writes articles for fundraising journals. She worked on the Best Practice Guide for Major Donor Fundraising *Handbook Friendraising* published in 2012.



Raffaele Picilli
CEO, Raise the Wind

Fundraising consultant since 2001, I founded my agency *Raise the Wind* in 2002 and today the agency has offices in Salerno (Southern Italy), Rome and Florence.

I am a consultant for various nonprofit organisations and for public administrations and I created the blog www.beafundraiser.it. A teacher in techniques of fundraising at private schools and universities, I am the author of publications on fundraising and direct mail techniques.

In collaboration with the Centro Studi sul Non Profit (Centre for Studies on Nonprofit) I have developed some comparative research on fundraising, including: "Fundraising and people raising for politics" Italy/US/UK (editions 2010 and 2013), "Fundraising and people raising for the health sector" Italy/US/UK (2012). Since 2001, I have trained over 10,000 professionals belonging to the third sector. Since 2010, I'm the president of the Center for Studies on Non Profit and vice president of ASSIF (Italian Association of Professional Fundraisers).

I am a board member of EUConsult, and responsible for the Center for Studies of the Italian *think tank* Competere.eu.



Gerhard Pock
International Fundraising Development
Direct Mind

Gerhard Pock has been a fundraiser for 20 years. As CEO of the French full service fundraising agency DONICITÉ and head of international fundraising development at Direct Mind in Austria he is used to working between cultures.

He was Vice CEO for Fundraising and Marketing at WWF in Austria, Regional Fundraising Director at WWF Central-Eastern Europe and CEO of the worldwide first face to face joint venture between WWF and Amnesty.

He was part of the Greenpeace fundraising team which introduced face to face fundraising in Austria and he set up the first ever face to face fundraising programs in Australia and New Zealand in 1997. Gerhard is also a board member of the Austrian Fundraising Association and is founder and head of the fundraisers' expert group "Senior Fundraisers Cercle".



John Tierney
Director, Transform Management Consultancy

John is the founder Director of Transform Management Consultancy, a management consultancy specialising in strategic and change management for organisations committed to social change. John was previously a Director of consultants Compass Partnership and a Senior Manager at the UK public service regulator, the Audit Commission. John's consulting focus is governance, leadership, executive coaching, performance and outcomes, and organisational change, and he has published widely on these topics. He works across the EU and internationally from a UK base.



Arjen van Ketel
Consultant, Fundraising and Legacy Marketing
Arjen van Ketel Fondsenwerving en Nalatenschappen

Arjen is a fundraising consultant and since 2001 has specialised in legacy marketing. Since then he contributed to the legacy programmes of more than 40 Dutch non-profits with strategy development, profiling research, interviews and focus-groups. Current clients are Greenpeace, Heart Foundation, Bird Protection and the Cancer Foundation. He introduced legacy telemarketing into the Dutch market and started a training course on legacy marketing. Arjen worked on the Dutch Guideline for Legacy Marketing and wrote "Manual Legacy Marketing" in 2013.