

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



ANNUAL SUMMER CONFERENCE 18 - 20 JUNE 2010, PRAGUE



It is a great pleasure to invite you to join us at the EUConsult Summer Conference in Prague, our annual event which brings together top consultants serving the non-profit sector from across Europe. This year's conference is themed **BLURRING THE LINES – CONSULTING ACROSS SECTORS AND BOUNDARIES**. EUConsult Members and invited guests will have a unique opportunity for lively exchange and learning with a mix of plenary sessions and workshops focusing on improving our role as consultants to the sector.

Our visit to Prague will also enable us to connect with our fellow consultants from Eastern Europe and learn about how the sector is developing in CEE countries.

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

Mary O'Kennedy
Chair, EUConsult

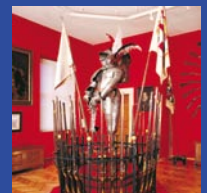
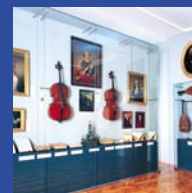
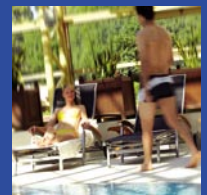
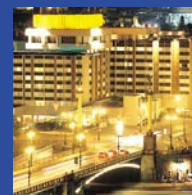


ANGLO-AMERICAN UNIVERSITY

Our wonderful Conference venue is the Anglo-American University in the centre of Prague. The University celebrates 20 years of academic excellence in 2010 as the oldest private university in the Czech Republic.

INTERCONTINENTAL HOTEL

Located on the banks of the Vltava river, our very comfortable hotel has excellent facilities and is an easy walk from the Old Town, Charles Bridge, the Jewish Quarter and Prague Castle. It takes just 15 minutes to walk from the InterContinental to the Anglo-American University.



OPTIONAL TOUR - LOBKOWICZ PALACE

The Lobkowitz Palace at Prague Castle was built in the middle of the 16th century and houses one of the most significant family collections in Europe.

ORGANISATION/REGISTRATION Denise Dawes, Executive Secretary, Tel: +49 30 4053 6845, d.dawes@euconsult.org



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BLURRING THE LINES — CONSULTING ACROSS SECTORS AND BOUNDARIES

FRIDAY, 18 JUNE

15.30-16.30 GUIDED TOUR OF THE LOBKOWICZ PALACE, PRAGUE CASTLE (Optional Tour)

Situated in one of the most magnificent architectural complexes in Europe, the Lobkowicz Palace at Prague Castle was built in the middle of the 16th century. It has belonged to the Lobkowicz family since the beginning of the 17th century, was lost in 1939 and 1948 and regained after William Lobkowicz left the USA to rebuild the collection in 1991. One of the most significant family collections in Europe, the Lobkowicz Collections are comprised of paintings, decorative arts, original musical scores and instruments, as well as other treasures – including two spectacular large canvases by Canaletto of the Thames - spanning seven centuries of art and music patronage.

19.30 WELCOME RECEPTION AT THE KAMPA PARK RESTAURANT

Mary O’Kennedy, Chair, EUConsult
EUConsult’s Chair welcomes participants and guests.

20.00 KEYNOTE ADDRESS

Assoc Prof Alan Krautstengl, PhD, President, Anglo-American University

20.20 DINNER AT THE KAMPA PARK RESTAURANT

The Kampa Park Restaurant is well known for its gourmet food and fine wines. The restaurant is in a fantastic location on the Vltava (or Moldau) river, with stunning views of the famous Charles Bridge. The Kampa Park will provide a special ambience to start off the Conference and allow participants to network in a friendly and relaxed atmosphere.

SATURDAY, 19 JUNE

09.45-09.50 OPENING ADDRESS *Mary O’Kennedy*, Chair, EUConsult

09.50-10.50 CHALLENGES IN THE CEE REGION – WHAT CAN CONSULTANTS LEARN FROM THE MAJOR PLAYERS SUPPORTING THE NONPROFIT SECTOR?

Chair: *Dr Marilyn Wyatt*, Consultant, Czech Republic
Jiri Barta, Executive Director, VIA Foundation, Czech Republic
Jana Ledvinova, Trainer and Consultant, Resource Alliance, Czech Republic
Petr Pajas, Programme Manager, Policy Association for an Open Society, Czech Republic

Most foreign funders have now pulled out of the region, leaving non-profits to sink or swim on their own. What is the outlook? This session, led by four regional experts, will offer views of the current situation and likely future developments, including opportunities for consultants.

10.50-11.15 Break

11.15-12.30 INTERACTIVE WORKSHOP: COLLABORATION – CONVERGENCE *Gib Bulloch* Director, Accenture Development Partnerships, UK

“Development Convergence” broadly refers to the increasing inter-linkages between the corporate sector, the nonprofit sector, and the public sector in the domains of business, sustainability and global development - but what does it really mean for all of the players involved? In his “Interactive Workshop on the Development Convergence Process”, Gib Bulloch, Executive Director, Accenture Development Partnerships will address key questions, such as: what’s the urgency; what are the risks/opportunity costs of doing nothing; what are the forces driving convergence; and what are the implications for international NGOs.

12.30-13.30 Lunch

13.30-14.30 BUILDING MAJOR GIFT PROGRAMMES – COMMON CHALLENGES IN EUROPE AND NORTH AMERICA

John Glier, President and CEO, Grenzebach Glier & Associates, USA

John Glier will begin by reviewing the work of his colleagues at GGA across many different client relationships, especially in the area of major gifts. His primary remarks will focus on the organisational and cultural challenges of building successful major gift programmes, particularly in higher education and medical research institutions.

14.30-15.30 INTERACTIVE WORKSHOPS - THE BUSINESS OF CONSULTANCY

Human Resources led by David Saint, Principal, Action Planning, UK

Human Resource Management: how do you make the step from being a one person consultancy to being a 'company' with employees and why should you consider doing that (or not), how do you find good personnel and how do you find good partners, how do you keep them, what do you pay them, how do you keep your own knowledge up to date, what extra education should you be doing, etc.

New Bizz Generation led by Alexandra Debaisieux, Director, YTES, France

New Bizz Generation: how do you get enough work, how do you get the projects that you like, how do you get more work from existing clients, how much budget do you allocate for acquisition, how do you promote your business with free publicity, etc.

Financial Management led by Ramses Man, Partner, Nassau, Netherlands

Financial Management: how do you make money on consulting, what financial ratios should you use, how do you manage your cash flow, how do you calculate your hourly rate, etc.

15.30-16.00 Break

16.00-17.00 EUCONSULT ANNUAL GENERAL MEETING (Non-members participating are welcome to attend)

EUConsult Board Members report on developments over the past year and invite Members to discuss EUConsult's current activities and future strategy.

20.00 RECEPTION AND DINNER AT THE KONÍRNA RESTAURANT

At the Konírna Restaurant, in historic Maltese Square, we will have the opportunity to try the best traditional Czech cuisine. The Konírna chefs are masters in preparing Czech grandmothers' best recipes and all the ingredients come from Czech controlled livestock, game parks, rivers and lakes. The restaurant has a summer garden shaded by two enormous 100-year old trees – the perfect place to enjoy a cold beer or glass of wine before dinner.

SUNDAY, 20 JUNE

10.00-11.00 CHALLENGES IN ENGAGING COMPANIES - A SHIFT TOWARDS COMMUNITY INVOLVEMENT BUILT AROUND GLOBAL BUSINESS STRATEGIES

Zoltan Valcsicsak, Senior Manger, Community Affairs, Levi Strauss Europe, Hungary

The way larger companies engage with the community across borders is changing due to recent budget cuts, increasingly sophisticated CSR agendas, and new stakeholder expectations. What are the implications of new corporate giving strategies for not-for-profit partners? How to create new corporate partnerships or improve existing ones? And what role can consultants play today to advance such partnership-building? Attempting to answer these questions, Zoltan Valcsicsak, Senior Manager of Community Affairs at Levi Strauss draws on almost 15 years of international experience in developing corporate community involvement programmes.

11.00-11.30 Break

11.30-12.30 BLURRING THE LINES BETWEEN POLITICS AND FESTIVAL: CREATING A PAN-EUROPEAN CITIZENRY

Niccolo Milanese, Director, European Alternatives, UK

The European 'democratic deficit' is often discussed as if there were no problems with democracy at the national level. European Alternatives sees the European construction as a possibility for radically renewing democracy and political participation on a transnational basis. It adopts a cross-cutting strategy which mixes political campaigning at a European level with artistic, cultural and philosophical events, festivals and publications throughout the continent and in other parts of the world. This session will look at crossing the boundaries between countries and crossing genres of action.

12.30 CLOSING DISCUSSION

Mary O'Kennedy, Chair, EUConsult

12.45 Conference Close

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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 17 May**
(you will be invoiced on receipt of registration – payment to be received by 23 May)
- Member rate (€699) Non-Member rate (€799) Partner rate (€250)
- Standard registration: fax/e-mail after 17 May**
(you will be invoiced on receipt of registration - payment to be received by 9 June)
- Member rate (€749) Non-Member rate (€849) Partner rate (€300)
- 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 Lobkowicz Palace (optional tour)**
(A small additional charge will be made 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