

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



WINTER WORKSHOP, LONDON, 24-25 JANUARY 2013

HELPING CIVIL SOCIETY CONSULTANTS TO GET IT RIGHT

CONSULTANTS AS LEADERS

Following the successful launch of our Winter Workshop format in February 2012, I am pleased to invite EUConsult Members and guests to our 2013 Workshop. Understanding how we as consultants can help our clients to be leaders and to show best practice in the organisation will be the key focus of our discussions. Together we will be able to develop new ideas and explore ways in which we can advance our consultancy businesses.

As with all EUConsult meetings, the European element plays a central role and we are therefore delighted to be back at Europe House, the European Commission's offices, for our 2013 Winter Workshop. I look forward very much to meeting with you in London!

Dr Pasquale Pesce, Chair, EUConsult



Programme for Thursday 24 January

16.30 - 17.30 (Optional Tour) THE QUEEN'S GALLERY, BUCKINGHAM PALACE

The Northern Renaissance: Dürer to Holbein - The 15th and 16th centuries were a time of dramatic change in Northern Europe. Monarchs vied for territorial power, religious reformers questioned the central tenets of the church and scholars sought greater understanding of their world. Against this backdrop, artists produced works of extraordinarily diverse subject matter and superb technical skill. This exhibition brings together over 100 works by the greatest Northern European artists of the period. Among the highlights are prints and drawings by Albrecht Dürer, mythological paintings by Lucas Cranach the Elder, and preparatory drawings by Hans Holbein the Younger displayed alongside the finished oil portraits.

18.30 - 19.00 WELCOME RECEPTION AT OSTERIA DELL'ANGOLO

EUConsult Members and guests will have the opportunity to catch up on the latest developments in the civil society sector around Europe, make new contacts, see old friends and enjoy the special EUConsult atmosphere!

19.00 - 19.20 WHAT IS THE POTENTIAL FOR TOP QUALITY LEADERSHIP IN THE THIRD SECTOR? HOW CAN WE MAKE IT HAPPEN?

David Carrington, Director, Triodos Bank, NL / Big Society Capital, UK, and Chair, Programme Board, Inspiring Impact, UK

19.20 DINNER AT OSTERIA DELL'ANGOLO

Situated in the heart of Westminster, Osteria Dell'Angolo offers the finest of contemporary Italian cuisine, regional dishes, and classic dishes with a Mediterranean flair.



Workshop at Europe House, Friday 25 January

CONSULTANTS AS LEADERS

09.00-09.15 *Registration and Coffee*

09.15-09.30 WELCOME ADDRESS

Antonia Mochan, Head of Communication, Partnerships & Networks, European Commission, UK

09.30-10.00 INTRODUCTIONS – JUST A HALF A MINUTE!

Moderator: **Linda Laurance**, Governance Consultant/Mediator, Linda Laurance & Associates, UK
Participants have 30 seconds to introduce themselves.

10.00-10.45 LEADERSHIP OF A CAUSE

Bill Mather, Managing Director, SocialPioneers, UK

- Common myths about leadership
- “The Sphere of Leadership™” in not-for-profit organisations
- Helping leaders as a consultant or a coach
- Handling leadership skirmishes, seizures and synergies

10.45-11.15 *Networking break*

11.15-12.30 DEBATE – THE ETHICS OF CONSULTING

Moderator: **Christopher Goodhart**, Strategic Accounts Director, Blackbaud Europe, UK

- As a consultant can it ever be acceptable to charge clients on a percentage basis?
- Does face to face fundraising demean the not-for-profit sector?

EUConsult Board Members John Tierney and Henk Smit will start off the debate with a look at the EUConsult draft Code of Professional Conduct and some practical cases. Please join in the debate and make your voices heard!

12.30-13.45 *Lunch at Smith Square bar & restaurant in the Crypt of St John’s Church*

13.45-14.30 ANNUAL GENERAL MEETING

EUConsult’s Chair will give an update on the Association’s activities over the past year and Strategy Group members will report on work in progress.

14.30-15.00 TRAINING SESSION 1 – PRESENTATION SKILLS

Isabel Walker, Communication Skills Trainer, Linda Laurance & Associates, UK

- Key challenges of giving presentations
- Working with MALES: Message, Audience, Language, Examples, Summary
- Avoiding death by PowerPoint
- Handling the Q&A
- Content of a typical training session

15.00-15.30 *Networking break*

15.30-16.00 TRAINING SESSION 2 – MEDIA SKILLS

Isabel Walker, Communication Skills Trainer, Linda Laurance & Associates, UK

- Why talk media?
- What makes a good story
- The trouble with journalists
- Techniques for controlling the interview
- Content of a typical training session

16.00-16.30 CLOSING DISCUSSION

16.30 *Close*