

EU

Consult

ANNUAL SUMMER CONFERENCE

8-10 JUNE 2007

DUBLIN



THE EUROPEAN ASSOCIATION OF CONSULTANTS TO AND ABOUT NOT-FOR-PROFIT ORGANISATIONS

The **EUConsult Summer Conference** is one of the highlights of the Association's year, providing members and non-members with an active forum for discussing developments in the European non-profit sector. Consultants from **42 member companies** based in **11 European countries** are invited to meet over two days and share their extensive experience in a relaxed and professional atmosphere. **Non-members** are most welcome to attend this special event.

2007 CONFERENCE THEME: BUILDING OUR BUSINESSES

- > Strategies for Successfully Growing your Consultancy > Managing the Professional Service Firm >
 - > Winning and Developing Business >
 - > Analysis of the Voluntary Sector in Ireland >
 - > Case Study: €5 m Campaign at Dublin's New Children's Museum >
 - > EUConsult Annual General Meeting > EUConsult Member Presentations >
- Please take a look at the attached programme for full details...



HOTEL AND CONFERENCE VENUE

This year we are in for a real treat, as the **Herbert Park Hotel** (photos centre and right) is one of the best addresses in Dublin. High standards are guaranteed at the hotel which is next to one of the city's most attractive parks (photo left).

WHY NOT BRING YOUR PARTNER ALONG?

Partners are always made very welcome and are sure to enjoy the friendly atmosphere at the two evening events.



IRISH DINNER AND HOUSE PARTY

On the Saturday evening, we will be met by the Fear an Tí (Man of the House) who will tell us the story behind the Irish dishes that will be served at George's elegant town house restaurant. This promises to be an evening to remember as we relax and enjoy a traditional Irish house party with music, song and dance.

ORGANISATION/REGISTRATION

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SUMMER CONFERENCE HOST

Mary O'Kennedy
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HERBERT PARK HOTEL

Ballsbridge
Dublin 4, Ireland
Tel: +353 1 667 2200
www.herbertparkhotel.ie

MEMBER RATES

Early-bird rate: €725
(registration by 11 May)
Standard rate: €775
(registration after 11 May)

PARTNER RATES

(both member/non-member partners)
Early-bird: €300
Standard: €350

NON-MEMBER RATES

Early-bird rate: €825
(registration by 11 May)
Standard rate: €875
(registration after 11 May)

NB: Non-members joining EUConsult by 30 June 2007 - the extra €100 conference fee will be deducted from the membership fee invoice.

DELEGATE & PARTNER RATES

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 is for accommodation, breakfast and dinner during the conference, including the evening events. You will be billed once we receive your registration.



2007 CONFERENCE THEME: BUILDING OUR BUSINESSES

FRIDAY, 8 JUNE

Participants arrive during the afternoon and check in at the Herbert Park Hotel.

19.30	<p>WELCOME RECEPTION <i>David Saint, Chairman, EUConsult</i> EUConsult's Chairman, David Saint, welcomes participants and guests.</p>
20.00	<p>KEYNOTE ADDRESS <i>Dr Pat Donlon, Ireland</i> Dr Pat Donlon is the former Director of the National Library of Ireland and Curator at the Chester Beatty Library. Our distinguished guest is on the Board of the Irish College in Paris, a Member and former Vice President of the Royal Irish Academy, and a Patron of Children's Books Ireland. She is a former Chairperson of the Irish Museums Association, the International Committee on Museums (Ireland) and the Heritage Council and has worked as a Library and Arts Consultant to a variety of organisations. A well know broadcaster, Pat has presented a regular series <i>A Spell of Words and Music</i> on RTE Lyricfm, Ireland's arts channel. She is currently Director of the Tyrone Guthrie Centre at Annaghmakerrig (an artists' retreat funded by the Irish and Northern Ireland arts councils). This is a unique opportunity to meet one of Ireland's leading figures in the worlds of culture and heritage.</p>
20.30	<p>DINNER We have decided to make the most of the superb facilities at the Herbert Park Hotel and have dinner in the stylish mezzanine suite. The glass walls of the suite provide great views over Ballsbridge, the embassy district of Dublin – the perfect setting to enjoy the innovative cuisine offered by the hotel's top chefs.</p>

SATURDAY, 9 JUNE

10.00-10.10	<p>OPENING ADDRESS <i>Mary O'Kennedy, Director, O'Kennedy Consulting, Ireland</i> Conference host, Mary O'Kennedy, opens the conference.</p>
10.10-11.10	<p>BUILDING OUR BUSINESSES WINNING AND DEVELOPING BUSINESS: VISION, PASSION (and a bunch of bananas) <i>Jon Duschinsky, Director, Ressources non profit, TBWA\CORPORATE, France</i> A year on from the creation of Ressources non profit in France, Jon will very modestly try and share some of the learning that he and his team have gained on winning new business and working with challenging clients in a developing fundraising market. Be prepared for a good honest dose of vision, a whole load of passion, some organic thinking, a change equation and at least one bunch of bananas. Come prepared to share your experiences in this interactive, open and just slightly confusing presentation. This session is guaranteed to get the conference off to a lively start!</p>
11.10-11.40	<p><i>Break</i></p>
11.40-13.00	<p>BUILDING OUR BUSINESSES STRATEGIES FOR SUCCESSFULLY GROWING YOUR CONSULTANCY BUSINESS <i>Katie Burke, Director, Prospectus, Ireland</i> Prospectus is a strategy consultancy firm, advising clients on strategic and business planning...yet, we struggle to find the time to strategise and plan our own future! Katie will discuss the challenges that consultancies and professional services firms face when looking to grow our businesses, using practical examples from Prospectus and drawing on the experience of conference participants. Topics to be examined include: What are the strategic issues facing the consultancy sector? What are some of the key targets to consider when looking to grow your business? (chargeability, profitability, spread of business, etc.). How should a consultancy develop its own strategy?</p>
13.00-14.30	<p><i>Lunch</i></p>

EUConsult Annual Summer Conference 2007

14.30-15.30	<p>IRISH PHILANTHROPY AT A CROSSROADS: ENGAGED THREE DIMENSIONAL FUND-RAISING, A CASE STUDY ON THE IMAGINOSITY, DUBLIN CHILDREN'S MUSEUM</p> <p><u>Orla Kennedy</u>, Museum Director, Dublin Children's Museum, Ireland <u>Neal Newman</u>, Director, Philanthrôpia, Ireland</p> <p>Fundraising is a people-to-people process, rather than art or science. Irish philanthropy is now at a critical crossroads. Gift taking and gift getting dominates the scene. Large and small donors alike are being hustled to give with greater frequency by a growing number of small, single issue, local, crisis-led, voluntary and (to be blunt) unprofessional organisations that resist involving them, communicating with them, thanking them or helping them reach their personal goals. There is a mad rush to take money from donors, but very few organisations value the donor relationship enough to give anything back. The key is shifting the dominant paradigm in Ireland today from 'gift-taking' to 'engaged giving'. The Imaginosity case study offers a unique insight of this Irish, philanthropic phenomenon, how we are overcoming it and what lessons there may be for other European consultants.</p>
15.30-16.00	<i>Break</i>
16.00-16.20	<p>MEMBER PRESENTATIONS</p> <p><u>John Sauv�-Rodd</u>, Datapreneurs, UK <u>John Tierney</u>, Transform Management Consultancy, UK</p> <p>Two EUConsult members outline their activities, giving an overview of the projects they are working on and the NPO clients they are serving. An ideal chance for participants to find out what opportunities there might be for mutual cooperation.</p>
16.20-17.15	<p>EUCONSULT ANNUAL GENERAL MEETING</p> <p><i>(Non-members attending the conference are welcome)</i></p> <p>At the AGM members approve the election of any proposed new members of the board, the accounts for the previous year are presented and the development of the Association is discussed.</p>
19.00	<p>TRADITIONAL IRISH DINNER AND HOUSE PARTY</p> <p>We have organised a very special Irish House Party evening at George's restaurant. George's award winning head chef offers an Irish dinner menu unrivalled in Dublin, served in elegant private rooms. After dinner we can sit back and enjoy an intimate Irish House Party with musicians, singers, storytellers and dancing. This is a unique opportunity to enjoy Irish food and culture at its best!</p>

SUNDAY, 10 JUNE

10.00-11.00	<p>WHERE NEXT FOR THE VOLUNTARY SECTOR IN IRELAND?</p> <p><u>Deirdre Garvey</u>, Chief Executive, The Wheel, Ireland</p> <p>In this session Deirdre Garvey, Chief Executive of The Wheel - a national representative and support body for the sector in Ireland - will provide an overview perspective on the way the voluntary sector has developed in Ireland. In particular she will focus on the role of intermediary organisations like The Wheel and the unique factors in the sector that contextualise their existence. Deirdre will provide an analysis of the trends in demands on The Wheel's services since its founding 6 years ago and also a forecast of the main areas in which consultancy offerings might need to grow, and contract, over the next 5 years in Ireland.</p>
11.00-11.30	<i>Break</i>
11.30-12.30	<p>BUILDING OUR BUSINESSES</p> <p>MANAGING THE PROFESSIONAL SERVICE FIRM BY DAVID H. MAISTER</p> <p><u>David Saint</u>, Principal, Action Planning, UK</p> <p>David Maister wanted \$20,000 to speak at the EUConsult conference. We couldn't afford him so we have David Saint instead! David bought David's book (are you with us so far?) and found it an absolute goldmine of wisdom so he bought copies for all his senior team. Now David (Saint) will share David (Maister's) immensely valuable insights into Managing the Professional Services Firm with EUConsult. Simple, practical ideas to achieve profitability, yet so few of us use them.</p>
12.30	<i>Conference Close</i>



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Please fax or e-mail to: Denise Dawes
Fax: +49 30 4053 6846
d.dawes@euconsult.org

- Early-bird registration: fax/e-mail by 11 May**
(you will be invoiced on receipt of registration –payment to be received by 18 May)
- Member rate (€725) Non-Member rate (€225) Partner rate (€300)

- Standard registration: fax/e-mail after 11 May**
(you will be invoiced on receipt of registration - payment to be received by 1 June)
- Member rate (€775) Non-Member rate (€275) Partner rate (€350)

- 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

Name: _____

Name of Partner (not attending conference): _____

Accompanying Colleague/s (attending conference): _____

Name: _____	e-mail: _____
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Name: _____	e-mail: _____
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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!