

# FIA CONFERENCE 2021

## WEDNESDAY 24 FEBRUARY

AWST	ACST	AEST	ACDT	AEDT	Room A	Room B	Room C	Room D	Room E: Talks & Demos	Small Group Networking	Meet the Speaker Sessions	Virtual Expo
6.00am	7.30am	8.00am	8.30am	9.00am					How to boost productivity, innovation and connection in today's remote workplace <b>by OSKY &amp; LiveTiles</b> 9.15-9.30am AEDT	<b>Small charities</b> 9.15-10.00am AEDT		9.00-6.00pm AEDT
								NGO Recruitment's Fundraising Salary Snapshot 2021 <b>by NGO Recruitment</b> 9.45-10.00am AEDT				
7.00am	8.30am	9.00am	9.30am	10.00am					Finding the funds: prospect research – why and how? <b>by FR&amp;C</b> 10.15-10.30am AEDT	<b>Faith based</b> 10.15-11.00am AEDT		
8.00am	9.30am	10.00am	10.30am	11.00am	<b>Opening Plenary Session</b> Fundraising and First Nations Justice - our collective role in empowering Indigenous leadership <i>Amelia Telford</i> 11.00 -12.00pm AEDT							
9.00am	10.30am	11.00am	11.30am	12.00pm	<b>Break: Visit the Expo or check out the on demand content</b>							
10.00am	11.30am	12.00pm	12.30pm	1.00pm	<b>Individual Giving:</b> Maximising Retention and Securing Ongoing Gifts Responsible for individual giving? Don't take attrition laying down. <i>Fiona McPhee</i> 12.25-1.10pm AEDT	<b>Middle, Major &amp; Philanthropy:</b> Successful Relationships with High Net Worth Individuals and their Gatekeepers. <i>Erica Myers-Davis MFIA, Xponential</i> <i>Lisa Houllford Morgan Stanley Will Beresford, Equity Trustees</i> 12.25-1.10pm AEDT	<b>Understanding your Donor:</b> How are your donors feeling? And why is this important? <i>Richard Spencer &amp; Roger Lawson, About Loyalty (UK)</i> 12.25-1.10pm AEDT	<b>Leadership &amp; Partnership:</b> The Greenlight Pilot: Bringing Hollywood to the world of philanthropy <i>Nicola Stokes, Sydney Children's Hospitals Foundation</i> <i>Dr David Court, Compton School</i> 12.25-1.10pm AEDT	What makes an effective communications and fundraising website in 2021? <b>by Marlin Communications</b> 12.30-12.45pm AEDT	<b>International aid/ Fundraising</b> 12.30-1.15pm AEDT		
								Meet The Fundraising And Donor Management Software That Helps You Turn Supporters Into Loyal Donors <b>by Blackbaud</b> 1.00-1.15pm AEDT				
					<b>Adaptation &amp; Responding to Change:</b> The Good, the Bad & the Ugly - Learnings from the Bush Fire Emergency and how you prepare for the next natural hazard. <i>Krystian Seibert, Centre for Social Impact, Swinburne University of Technology</i> <i>Simon Gregory, The Salvation Army</i> <i>Jennifer Doubell FFIA CFRE OAM, Peter MacCallum Cancer Foundation</i> <i>Dominique Hogan-Doran SC, The Australian Bar</i> 1.15-2.00pm AEDT	<b>Gifts In Wills:</b> 3 things to do today! How to integrate a gifts in wills program into your fundraising mix. <i>Vicki Rasmussen FFIA CFRE, Charlies Foundation For Research</i> 1.15-2.00pm AEDT	<b>Fundraising How To...</b> How to: Launch a Monthly Giving Program. <i>Vik Harrison, The Branded Startup / Charity Water</i> 1.15-2.00pm AEDT	<b>Community &amp; Events:</b> The 13th Pink Test: Unlucky for some <i>Ryan Barlow, McGrath Foundation</i> 1.15-2.00pm AEDT	Contactless is the new norm and QR codes are taking over the world! <b>by Near Field Creative</b> 1.30-1.45pm AEDT			
11.00am	12.30pm	1.00pm	1.30pm	2.00pm	<b>Break: Visit the Expo or check out the on demand content</b>							
					<b>Individual Giving:</b> Dating your untapped prospects for Regular Giving acquisition success. <i>Matt Small MFIA, Bush Heritage Australia</i> <i>Karen Armstrong FFIA CFRE, More Strategic</i> 2.15-3.00pm AEDT	<b>Personal Effectiveness:</b> Establishing Professional Barriers. <i>Sally Foley-Lewis</i> 2.15-3.00pm AEDT	<b>Understanding your Donor:</b> 5 Tips to Building Stronger Donor Engagement and Raising More Money. <i>Barbara O'Reilly CFRE, Windmill Hill Consulting LLC</i> 2.15-3.00pm AEDT	<b>Leadership &amp; Strategic Partnerships:</b> Launching an Impact Investment Fund at Save the Children <i>Laura Scott, Save the Children</i> 2.15-3.00pm AEDT	Inside Precision <b>by Precision Fundraising</b> 2.15-2.30pm AEDT	<b>Fundraising in the arts</b> 2.15-3.00pm AEDT	<b>Gifts in Wills</b> 2.15-3.00pm AEDT	
								Did Covid kill cash acquisition? <b>by Donor Republic</b> 2.45-3.00pm AEDT				
12.00pm	1.30pm	2.00pm	2.30pm	3.00pm	<b>Break: Visit the Expo or check out the on demand content</b>							
1.00pm	2.30pm	3.00pm	3.30pm	4.00pm	<b>Plenary Session - Changing The World One Nugget At A Time</b> <i>Simon Scriver, Fundraising Everywhere</i> 3.15-4.00pm AEDT							
					<b>Happy Hour - Fireside chat</b> <i>Katherine Raskob, Fundraising Institute Australia</i> <i>Meredith Dwyer FFIA CFRKE, HomeMade Digital</i> <i>Karl Tischler MFIA, Marlin Communications</i> <i>Ross Anderson FFIA, The Alfred Foundation</i> 4.00-5.00pm AEDT				Clarety Community - The Seamless supporter engagement platform <b>by Clarety Community</b> 4.00-4.15pm AEDT		<b>Leadership &amp; Strategic Partnerships</b> 4.00-4.45pm AEDT	
											<b>Fundraising How To...</b> 5.00-5.45pm AEDT	

# FIA CONFERENCE 2021

## THURSDAY 25 FEBRUARY

AWST	ACST	AEST	ACDT	AEDT	Room A	Room B	Room C	Room D	Room E: Talks & Demos	Small Group Networking	Meet the Speaker Sessions	Virtual Expo	
6.00am	7.30am	8.00am	8.30am	9.00am					Contactless is the new norm and QR codes are taking over the world! <b>by Near Field Creative</b> 9.15-9.30am AEDT	Education 9.15-10.00am AEDT		9.00-6.00pm AEDT	
									The power of a strong GIW's proposition <b>by Donor Republic</b> 9.45-10.00am AEDT				
7.00am	8.30am	9.00am	9.30am	10.00am					What makes an effective communications and fundraising website in 2021? <b>by Marlin Communications</b> 10.15-10.30am AEDT		Understanding your Donor 10.00-10.45am AEDT		
									JustGiving for Nonprofits: Raise More Money and Reach More Supporters! <b>by Blackbaud</b> 10.45-11.00am AEDT				
8.00am	9.30am	10.00am	10.30am	11.00am	<b>Plenary Session - Syd Herron Oration</b> <i>Kon Karapanagiotidis OAM, Asylum Seeker Resource Centre</i> 11.00-11.30am AEDT								
9.00am	10.30am	11.00am	11.30am	12.00pm	<b>Charity Marketplace and informed altruism: tools for evidence based donor decisions</b> <i>Hon. Dr Gary Johns, ACNC with Katherine Raskob, FIA</i> 12.00-12.30pm AEDT				Clarety Community - The Seamless supporter engagement platform <b>by Clarety Community</b> 12.15-12.30pm AEDT				
Break: Visit the Expo or check out the on demand content													
10.00am	11.30pm	12.00pm	12.30pm	1.00pm	<b>Community &amp; Events:</b> The good, the bad and the not so ugly of how to utilise Facebook Fundraising tools for your cause. <i>Alex Dobbing MFIA, Cure Brain Cancer Foundation</i> 12.45-1.30pm AEDT	<b>Gifts In Wills: Safewill:</b> Encouraging our supporters to create a will and consider leaving a legacy. <i>Jasmine Hooper Cancer Council NSW, Adam Lubofsky, Safewill</i> 12.45-1.30pm AEDT	<b>Understanding your Donor:</b> How to love your donors using philanthropic psychology? <i>Professor Jen Shang, Insititute for Sustainable Philanthropy, Paul Andrews, The Leprosy Mission</i> 12.45-1.30pm AEDT	<b>Adaptation &amp; Responding to Change: Pivot campaigns</b> – quick fire session <i>Rochelle Nolan, Lifeline Australia, Anthea Rice MFIA, Royal Flying Doctor Service - National Office, Marnie Thomson &amp; Stephen Bastow MFIA, Cystic Fibrosis WA, Leila Davis, Taronga Conservation Society Australia, Natalie Barnett CFRE, Arts Centre Melbourne</i> 12.45-1.30pm AEDT	Inside Precision <b>by Precision Fundraising</b> 12.45-1.00pm AEDT	<b>New to fundraising</b> 12.45-1.30pm AEDT	<b>Individual Giving</b> 12.45-1.30pm AEDT		
11.00am	12.30pm	1.00pm	1.30pm	2.00pm	<b>Individual Giving:</b> Individual Giving is Dead. Long Live Individual Giving <i>Simon Scriver, Fundraising Everywhere</i> 1.35-2.20pm AEDT	<b>Middle, Major &amp; Philanthropy:</b> Taking event led mid-value program to a virtual event program. <i>Sara Tetu, Leukaemia Foundation</i> 1.35-2.20pm AEDT	<b>Personal Effectiveness:</b> Let's talk about the Elephant in the Room - Living with Mental Illness in Fundraising <i>Ligia Pena CFRE, Greenpeace International, Ian Adair Gracepoint Foundation, Karen McComiskey MFIA CFRE, Brotherhood of St Laurence</i> 1.35-2.20pm AEDT		NGO Recruitment's Fundraising Salary Snapshot 2021 <b>by NGO Recruitment</b> 1.30-1.45pm AEDT				
									How to boost productivity, innovation and connection in today's remote workplace. <b>by Osky &amp; LiveTiles</b> 2.00-2.15pm AEDT	<b>Small charities</b> 1.45-2.30pm AEDT	<b>Adaptation &amp; Responding to Change</b> 1.45-2.30pm AEDT		
Break: Visit the Expo or check out the on demand content													
12.00pm	1.30pm	2.00pm	2.30pm	3.00pm	<b>Community &amp; Events:</b> Punching above your weight: Tips and strategies for your organisation to create and manage a successful Giving Day. <i>Claire Baxter MFIA, Kidney Health Australia</i> 2.30-3.15pm AEDT	<b>Gifts In Wills: A Toe in TV Water:</b> WWF-Australia Gifts in Wills TV awareness campaign <i>Christine Robinson, World Wide Fund for Nature Australia (WWF), Marcus Lewis, Sanctuary Media Group</i> 2.30-3.15pm AEDT	<b>Fundraising How to....</b> How to: Turn likes into dollars <i>Stephanie Baldwin, Stuartholme School, Dr Kathleen Chell AMFIA, ACPNS</i> 2.30-3.15pm AEDT	<b>Adaptation &amp; Responding to Change: The COVID Quickening:</b> Opportunities and challenges for digital fundraising in uncertain times. <i>Meredit Dwyer FFIA CFRE, HomeMade Digital</i> 2.30-3.15pm AEDT					
									Finding the funds: prospect research – why and how? <b>by FR&amp;C</b> 3.00-3.15pm AEDT		<b>Personal Effectiveness</b> 2.30-3.15pm AEDT		
1.00pm	2.30pm	3.00pm	1.30pm	4.00pm	<b>Plenary Session - Myth Smashers</b> 3.20-4.00pm AEDT								
					<b>Happy Hour - How predictably irrational are you...?</b> <i>Bernard Ross, -mc consulting</i> 4.10-4.50pm AEDT								

# FIA CONFERENCE 2021

## FRIDAY 26 FEBRUARY

					Virtual					
AWST	ACST	AEST	ACDT	AEDT	In Person State Hub	Room A	Room E: Talks & Demos	Small Group Networking	Meet the Speaker Sessions	Virtual Expo
6.00am	7.30am	8.00am	8.30am	9.00am			Clarety Community - The Seamless supporter engagement platform <b>by Clarety Community</b> 9.15-9.30am AEDT	International aid/ Fundraising 9.15-10.00am AEDT		9.00-6.00pm AEDT
							Finding the funds: prospect research – why and how? <b>By FR&amp;C</b> 9.45-10.00am AEDT			
7.00am	8.30am	9.00am	9.30am	10.00am					Community & Events 10.00-10.45am AEDT	
							Inside Precision <b>by Precision Fundraising</b> 10.15-10.30am AEDT			
								New to fundraising 10.30-11.15am AEDT		
							What makes an effective communications and fundraising website in 2021? <b>by Marlin Communications</b> 10.45-11.00am AEDT			
8.00am	9.30am	10.00am	10.30am	11.00am					Middle, Major & Philanthropy 11.00-11.45am AEDT	
							Facebook in the face of Covid – a fundraising success <b>by Donor Republic</b> 11.30-11.45am AEDT			
9.00am	10.30am	11.00am	11.30am	12.00pm	Hubs Open		NGO Recruitment's Fundraising Salary Snapshot 2021 <b>by NGO Recruitment</b> 12.00-12.15pm AEDT			
							Move your mission forward with the cloud fund accounting solution designed for nonprofits <b>by Blackbaud</b> 12.45-1.00pm AEDT			
10.00am	11.30am	12.00pm	12.30pm	1.00pm	Plenary Session - Three things to change in 2021 <i>Richard Spencer &amp; Roger Lawson, About Loyalty (UK)</i> 1.00-1.45pm AEDT	Plenary Session - Three things to change in 2021 <i>Richard Spencer &amp; Roger Lawson, About Loyalty (UK)</i> 1.00-1.45pm AEDT				
					Break: Visit the Expo or check out the on demand content					
11.00am	12.30pm	1.00pm	1.30pm	2.00pm	Workshop - How can we, as a sector, shift the public assessment of charity effectiveness from one of minimising costs to one of maximising impact? 2.00-3.30pm AEDT	Workshop - How can we, as a sector, shift the public assessment of charity effectiveness from one of minimising costs to one of maximising impact? 2.00-3.30pm AEDT				
12.00pm	1.30pm	2.00pm	2.30pm	3.00pm						
					Break: Visit the Expo or check out the on demand content					
1.00pm	2.30pm	3.00pm	3.30pm	4.00pm	Closing Plenary Session <b>Turia Pitt</b> 4.00-5.00pm AEDT	Closing Plenary Session <b>Turia Pitt</b> 4.00-5.00pm AEDT				
2.00pm	3.30pm	4.00pm	4.30pm	5.00pm						
Awards Ceremony					In Person Hub	Online				
3.00pm	4.30pm	5.00pm	5.30pm	6.00pm	FIA Virtual Awards Ceremony					