

28 February 2024

08:30 - 14:00

Masterclass: Fundraising Strategy for the real world

Masterclass: Supercharge with Artificial Intelligence (AI) – How to use AI to drive impact for you, your team and your organisation

Masterclass: Major Gifts – your ‘golden ticket’ to a career as a Major Gifts fundraiser

Masterclass: The Donor Decision Lab: designing your next campaign using decision science

Masterclass: From the Mind to the Heart: A masterclass for building belonging, empowering teams and decolonising fundraising

Masterclass: The role of the CEO in fundraising excellence

14:30 - 15:30

Sector Discussion Groups

15:30 - 16:00

Afternoon tea in exhibition

16:00 - 17:30

Opening Plenary Session

17:30 - 19:00

Welcome Reception

29 February 2024

07:30 - 08:30

Networking breakfast

08:30 - 09:30

Donor retention insights from benchmarking high performers

The 5 P's of pitching

Giving Days: one hit wonders or here to stay?

Rediscover your fundraising power (for systemic change)

Evolving and growing your gifts in Wills program

Future ways of working

How to engage respectfully with First Nations peoples

09:40 - 10:40

Back to the Future: When DM and digital acquisition worlds collide
How Cancer Council turned around the March Charge through optimisation and testing
AI-Powered Impact: leading transformation in fundraising
The essential leadership tool to engage and empower your teams
Insights from 40,000 online Wills and the next steps in donor stewardship
Preparing to lead and drive fundraising
Making the Ask

10:40 - 11:20

Morning tea & FIA Annual General Meeting

11:20 - 12:50

Panel Discussion – Using AI to solve P2P donor conversion: A collaborative experiment with Dataro and the Australian non-profit sector
Building a fundraising strategy
A lifetime of memories and the relationship with gifts in Wills
Panel Discussion – Beyond the core skills: behaviour for future fundraising leadership

11:20 - 12:00

Unlocking Asia's cross-borders giving potential

12:10 - 12:50

Helping small charities achieve big things
How to get shi*t done – and done better – when everyone is under pressure

12:50 - 14:00

Lunch

14:00 - 15:20

Plenary Session

16:00 - 17:00

Global trends in DM acquisition
Unpacking ancillary funds: a user's guide to leveraging ancillary funds for funding success
The Sudsy Challenge Wash Up: Pivoting a P2P event for workplaces and schools
Future proofing your fundraising
Understanding more about securing BIG Gifts in Wills
Panel Discussion – Where did I come from? How the sector can gain from diverse career pathways into fundraising leadership

18:30 - 23:00

Fundraisers' Gala Awards Dinner

1 March 2024

07:30 - 08:30

Networking breakfast

08:30 - 09:15

Myth Smashers

09:25 - 10:25

Single donor view integrating offline and online to deliver best supporter journeys

The Citibank case study

Galas are not dead! Key drivers for success of a global-first fundraising gala

Building a process for innovation when your Board wants extraordinary growth

The recipe for PR success: How to work effectively with the media

How to put Gifts in Wills at the heart of every donor conversation

Transform by trust and make building your trust everyone's favourite job

10:25 - 11:00

Morning tea

11:00 - 12:00

Reimagining trusts and foundations fundraising

Mutts about events

Four futures for generosity

Create your compelling internal case for support. A blueprint of your organisation and the foundation of your fundraising program

Where did all the gifts go?

Why being director of fundraising is the toughest gig in every organisation

12:10 - 13:10

Impact reporting for renewal success in partnerships

From vision to reality: building a community fundraising program from the ground up

What makes fundraisers tick? Understanding what motivates fundraisers at work and how you can retain and inspire the best

Panel Discussion – Is your organisation as inclusive as you think?

Is it worth developing a bespoke gifts in Wills program?

Leading through fire

Panel Discussion – Mid Value Case Studies

13:10 - 14:20

Lunch

14:20 - 15:20

Ask me anything

How Greenpeace doubled its major gifts, and how benchmarking helped

I wish I'd thought of that

The Porcupine Theory: what to do when donor connection to cause is CLOSE

Measuring the impact of your gifts in Wills campaigns and programs

'Uncharitable': Pay what it takes!

When fundraising events help to heal hearts

15:30 - 16:30

Closing Plenary Session

16:30 - 17:30

Farewell Drinks