

On November 18, participants can self-select the session they would like to attend. Each session is designed to meet fundraisers wherever they are in their respective careers.

WORKSHOP TITLE:

“INVITING EXCELLENCE: BRINGING TOP-TIER LEADERSHIP TO THE TEAM:”

WORKSHOP SPEAKERS:

MATT BEEM

WORKSHOP TIME: **3:30 TO 4:30 P.M.**

WORKSHOP ROOM ASSIGNMENT: **BROOKSIDE**

WORKSHOP DESCRIPTION:

Building a high-impact board and campaign cabinet can help a nonprofit achieve numerous objectives: raise visibility, guide strategic plans, and open doors to new circles of influence and funding. This session will communicate the characteristics to identify in potential leadership; offer insights for cultivating relationships; and give guidance for inviting, welcoming and training top-tier board and campaign cabinet members.

SPEAKER BIO:



MATTHEW BEEM

Chairman and Chief Executive Officer

Matt is the chairman and CEO of Kinetic, a Kansas City-based global fundraising consulting firm. He joined Kinetic in 2001 as executive vice president, has served as CEO since 2011 and became chairman in 2019. During his more than 20 years with Kinetic, Matt has helped thousands of nonprofits in the United States and around the world raise billions of dollars to expand and build facilities, create and enlarge programs, and initiate and grow endowments.

Matt is a founding advisory board member of the Institute for Sustainable Philanthropy in Plymouth, United Kingdom, having served as its first chair. He also is an adjunct instructor of organizational behavior in the Henry W. Bloch School of Management at the University of Missouri-Kansas City (UMKC) and is a senior fellow of UMKC's Midwest Center for Nonprofit Leadership. He has served on the boards of trustees of Avila University in Kansas City and Graceland University in Lamoni, Iowa, and in multiple local, regional, national and global board and committee roles.

Matt is a featured speaker on fundraising and fundraiser compensation in the United States and abroad. He is the author of *Performance-Driven Fundraising: Taking Control of Your Success* and author/co-author of multiple academic textbook chapters and journal articles. Matt holds a bachelor of journalism in news editorial from the Missouri School of Journalism at the University of Missouri-Columbia and a master of public administration in nonprofit management and doctor of philosophy in organizational behavior and higher education administration from UMKC's Bloch School of Management and School of Education.



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WORKSHOP TITLE:

“AUDITING YOUR RESOURCE DEVELOPMENT PROGRAM FOR IDEA”

WORKSHOP SPEAKERS:

AMIE BOSSI

WORKSHOP TIME: **3:30 TO 4:30 P.M.**

WORKSHOP ROOM ASSIGNMENT: **BRUSH CREEK**

WORKSHOP DESCRIPTION:

In this session, attendees will explore how to critically evaluate their Resource Development Programs through the lens of Inclusion, Diversity, Equity, and Accessibility (IDEA). This session will provide practical tools and strategies for auditing current practices, identifying areas for improvement, and implementing IDEA principles into everyday fundraising activities. Participants will learn how to respond proactively to the needs of their communities while fostering their professional and personal growth.

SPEAKER BIOS:



AMIE BOSSI

Amie Bossi, MPPA, CFRE, is a nonprofit leader with 19+ years of experience building development programs from the ground up. She brings strategic insight to mission-driven teams, from cultural institutions to grassroots theaters. A dedicated volunteer and board leader, Amie advocates for strong systems, community-centered fundraising, and sector-wide advancement—when she’s not hiking, tap dancing, or doting on her five cats.

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WORKSHOP TITLE:

"MINING YOUR BOARD'S TREASURE MAP"

WORKSHOP SPEAKER:

LINDA B. HALEY

WORKSHOP TIME: **3:30 TO 4:30 P.M.**

WORKSHOP ROOM ASSIGNMENT: **THE PASEO**

WORKSHOP DESCRIPTION:

Retaining donors is substantially less expensive than acquiring new ones. By some estimates it costs five to ten times more to acquire a new donor than to retain an existing one; and organizations with strong donor retention strategies tend to see more stable and predictable funding. This session will give nonprofits guidance and direction for turning first-time gifts into life-long support.

SPEAKER BIOS:



LINDA B. HALEY

President & CEO, Let's Build Hope, LLC

Since 1995, Linda B. Haley, CFRE, has successfully worked with nonprofit teams to raise more than \$200 million for organizations of all sizes.

Realizing a long-time dream, Linda started Let's Build Hope, LLC, in 2013, where she and her team guide nonprofits by teaching, coaching, and mentoring development teams, senior staff, and Board members.

She has also developed and leads a week-long Annual Fundraising Training Camp and an online training program called the Crush Course, through which LBH has educated almost 2,000 fundraisers and volunteers.

Linda has been a CFRE since 2001 and serves in various volunteer capacities with non-profits in St. Louis. She was named the 2016 Outstanding Fundraising Executive by the St. Louis Regional Chapter of AFP (Association of Fundraising Professionals). Linda speaks both locally and nationally about fund development and is a vocal advocate for nonprofits who seek to change the fabric of the communities in which they serve.