

# CONFERENCE SESSION SCHEDULE WEDNESDAY, NOVEMBER 13, 2019

7:00 am – 8:00 am	<b>CONFERENCE REGISTRATION &amp; NETWORKING: BALLROOM FOYER</b>			
8:00 am – 8:45 am	<b>OPENING SESSION</b> with special guest Martha Schumacher, AFP Global Chair and T.J. Joseph of Honolulu Habitat for Humanity: <b>Lanai Ballroom</b>			
	<b>OAHU MEETING ROOM</b>	<b>KAHUKU MEETING ROOM</b>	<b>HONOLULU MEETING ROOM</b>	<b>WAIALUA MEETING ROOM</b>
9:00 am – 9:45 am	<b>Building an Effective Non-Profit Board</b> moderated by Trini Kaopuiki Clark with presenters Hugh Jones, Lisa Murayama & Michael O'Malley  Define the performance expectations common to all board members. The focus will be on identifying and screening candidates for board membership. We will discuss nominating, electing, orienting and developing valuable board members.	<b>Impact Reporting to Donors</b> moderated by Angela Britten with presenters Kevin Imanaka & Jody Shiroma  How to motivate donors through communications and why it is not the same as marketing & communications for your organization.	<b>Donor Relations the Disney Way</b> Wayne Olson  What if Walt Disney were the CEO of your nonprofit? What would you do differently? How much money would you raise? Look at the successes of Walt Disney and how you can apply his philosophy, his creativity and his approach to personal relations to your fundraising.	<b>Planned Giving</b> Lani Starkey  Most donors are receptive to the idea of putting bequests in their wills, but few actually carry out those intentions. In this brisk, no-nonsense session, you will learn the right way to solicit bequests.
10:00 am – 10:45 am	<b>Lead from Where You Are</b> Wayne Olson  Learn how you can solidify and increase your impact and influence by empowering the leader you already are. Challenge your thoughts on what leadership is, and how you can accomplish so much more than you may think you can. Learn simple steps you can take to make a significant difference in your organizations.	<b>The Five Strategic Planning Tools that Lead to Fundraising Success</b> Jennifer Oyer, CFRE  No matter how small or large your organization is, you need a comprehensive, well-written fundraising plan. Learn to develop a strategic planning process that is practical, productive, and meaningful. Learn also about leadership tools you can utilize to raise more money and effectively serve your organization.	<b>Optimizing Your Fundraising Event with Sponsors</b> Denise Hayashi Yamaguchi  Learn how to create strategies for getting the most out of your event with sponsorships. Densie will share her successes and lessons learned.	<b>The Power of Prospecting: Finding Your Major Gift Opportunities of the Future</b> Jay Frost  One of the greatest challenges for every nonprofit is attracting individuals with the capacity to give a major gift. Whether you are embarking on a capital campaign or just trying to expand your support, learn how to find the top wealth holders within your constituency and throughout your community.
11:00 am – 11:45 am	<b>The Myth of Work-Life Balance: Leading a More Integrated Life</b> Raquel Montezuma Hicks, MA  We hear it every day: we need to have better work-life balance. But is that really the right way to think about how to tackle our personal and professional priorities? Learn how a paradigm of work-life integration can create a more meaningful, abundant and fulfilling life and specific tools and strategies to make integration a reality.	<b>Planning a Successful Annual Giving Campaign</b> moderated by Maile Kawamaura with presenters Michelle Holman, Sanford Morioka & Maureen Purington  Three different perspectives on giving methods and strategies through digital, direct mail, and relationship building. Learn how all strategies work when focusing on your goals and objectives.	<b>What Inspires Different Generations to Give</b> Gwen Pacarro, CIMA, CWS & Kahi Pacarro  Join the Pacarro Ohana and gain insight as they share their personal and professional perspectives on various ways donors are engaging in the community.	<b>What A Wonderful World: Strategies for International Fundraising and Prospect Research</b> Jay Frost  Explore major wealth centers and philanthropic trends in each region of the world. This session will provide the tools to identify major international fundraising opportunities for your institution to better navigate the cultural, legal, and budgetary challenges of transnational giving.
12:00 pm – 1:30 pm	<b>NATIONAL PHILANTHROPY DAY AWARDS LUNCHEON: MOLOKAI BALLROOM</b>			
2:00 pm – 2:45 pm	<b>AFP and Hawaii Leadership Discuss Trends in Fundraising with Martha Schumacher</b> of AFP & Kathryn Nelson of Hawaii Community Foundation: <b>Lanai Ballroom</b>			
3:00 pm – 3:45 pm	<b>Plenary Session – Stories of Courage</b> moderated by Lara Yamada Hazenfield with presenters Dyson Chee of Project O.C.E.A.N., Jessica Munoz of Ho'ōla Nā Pua, Diane S. L. Paloma of The King Lunalilo Trust and Home: <b>Lanai Ballroom</b>			
3:45 pm – 5:00 pm	<b>PAU HANA NETWORKING: BALLROOM FOYER</b>			