



## Annual Fundraising and Networking Conference

Thursday, August 19 | 7:45 a.m. – 1:00 p.m.

University at Buffalo Center for the Arts

7:45 – 8:15 a.m.	Registration, Light Boxed Breakfast & Networking
8:15 – 8:30 a.m.	Welcome
8:30 – 8:45 a.m.	Presentation by Marketing Tech – <i>Key Steps in Creating a Drip Campaign</i>
8:45 – 10:00 a.m.	Presentation by Emma Kiernan – <i>Daring Dialogues with Donors: Moving from Transactional to Relational Fundraising</i>
10:00 – 10:15 a.m.	Presentation by Manning & Napier - <i>Achieve Your Financial and Philanthropic Goals</i>
10:15 – 10:30 a.m.	Break
10:30 -10:45 a.m.	Presentation by OneCause – <i>3 Things We Learned from Social Giving During A Time of Social Distancing</i>
10:45 – 12:00 p.m.	Presentation by Meg George - <i>Understanding Philanthropic Investors: Elevate the Approach to Major and Principal Gift Prospects and Donors for Individual Giving and Campaign Success</i>
12:00 – 1:00 p.m.	Boxed lunch & Networking *LinkedIn photo booth available