



Streda 12. október 2016 – SK-CZ Konferencia					
Od do	Téma		Spíker	Krajina	Organizácia
8:00 9:00	Registrácia účastníkov (Full + Slovak-Czech Programme)				
9:00 9:15	A+B	Banka ako páka výsledku	Rastislav Blažej	SK	Slovenská sporiteľňa
9:15 10:30	A+B	Nikdy sa to nenaučíte, keď to neskúsite	Zuzana Suchová Lucia Štasselová	SK	SAVIO Slovenské centrum FR
	C	Telefundraising LE7 – Moderní a progresivní metoda práce s dárci	Milan Ondič	CZ	Lektor ďalšieho vzdelávání
	D	Jak využiť Salesforce.com CRM pro lepší fundraising?	Aleš Jeník	CZ	CRM pro neziskovky
10:30 11:00	Prestávka na kávu				
11:00 12:00	A+B	Peer 2 Peer fundraising – výzvy, které fungují všude na světě!	Igor Polakovič Lukáš Hejna	SK CZ	Centrum pre filantropiu Sdružení VIA
	C	Je tradičný direct mailing zlučiteľný s aktuálnymi trendmi?	Hana Mlkvá Alena Seoud	SK CZ	Červený nos Clowndoctors Zdravotní klaun
	D	Naše slávne kampaňové prehry	Juraj Rizman	SK	Via Iuris
12:00 12:30	Prestávka na kávu				
12:30 13:30	A+B	Peer 2 Peer fundraising – výzvy, které fungují všude na světě!	Igor Polakovič Lukáš Hejna	SK CZ	Centrum pre filantropiu Sdružení VIA
	C	Je tradičný direct mailing zlučiteľný s aktuálnymi trendmi?	Hana Mlkvá Alena Seoud	SK CZ	Červený nos Clowndoctors Zdravotní klaun
	D	Naše slávne kampaňové prehry	Juraj Rizman	SK	Via Iuris
13:30 14:30	Obed (iba pre účastníkov Full Programme)				



Wednesday 12 October 2016 – Masterclasses					
From To	Topic		Speaker	Country	Organization
14:00 14:30	Delegate Registration (Masterclass Programme only)				
14:30 16:00 Part 1	A	<b>Maximize Your Impact: Engage Volunteers Strategically In Your Mission, On Your Board And In Your Work</b>	<b>Kay Sprinkel Grace</b>	US	Transforming Philanthropy
	B	<b>The Science Of Successful Peer-To-Peer Fundraising</b>	<b>Jillian Stewart Arko Hoondert</b>	NL	PeerWorks
	C	<b>Emotional Fundraising In A Nutshell</b>	<b>Jacob Finnbjørn Møllemose</b>	DK	Agency Scandinavia
	D	<b>Start Up With A Strategic Major Gift Program</b>	<b>Jan Uekermann</b>	CH	RaiseNow / Major Giving Institute
16:00 16:30	Coffee Break				
16:30 18:00 Part 2	A	<b>Maximize Your Impact: Engage Volunteers Strategically In Your Mission, On Your Board And In Your Work</b>	<b>Kay Sprinkel Grace</b>	US	Transforming Philanthropy
	B	<b>The Science Of Successful Peer-To-Peer Fundraising</b>	<b>Jillian Stewart Arko Hoondert</b>	NL	PeerWorks
	C	<b>Emotional Fundraising In A Nutshell</b>	<b>Jacob Finnbjørn Møllemose</b>	DK	Agency Scandinavia
	D	<b>Start Up With A Strategic Major Gift Program</b>	<b>Jan Uekermann</b>	CH	RaiseNow / Major Giving Institute
	End of the Day				



CEE FUNDRAISING  
CONFERENCE

# GROW FAST: INVEST IN FUNDRAISING (SYNERGIES)

12 – 14 Oct 2016  
Bratislava | SK

Thursday 13 October 2016 – CEE Conference						
From	To	Topic	Speaker	Country	Organization	
8:00	9:00	Delegate Registration (Classic Programme only)				
9:00	9:10	<b>Welcome Speeches</b>	<b>Eduard Marček Danica Lacová</b>	SK SK	Slovak Fundraising Centre Slovenská sporiteľňa	
9:10	10:00	<b>OPENING PLENARY: Fundraising Innovation</b>	<b>Jacob Finnbjørn Møllemose</b>	DK	Agency Scandinavia	
10:00	10:30	Coffee Break				
10:30	12:00	<b>A</b>	<b>It Takes Money To Make Money: Investing In Development Means Investing In The Future</b>	<b>Trisha Tanner</b>	HU	Central European University
		<b>B</b>	<b>What Is The Future Of Fundraising?</b>	<b>Colin Habberton</b>	ZA	GivenGain
		<b>C</b>	<b>When East Meets West – Face To Face</b>	<b>Marianna Zappi Sarah Enderby Camelia Mateş</b>	GB GB RO	Canal and River Trust Goldsmiths, Univ. of London ARC
		<b>D</b>	<b>The Latest Trends In Digital Fundraising: What's Hot – What's New?!?</b>	<b>Jan Uekermann</b>	CH	RaiseNow / Major Giving Institute
12:00	13:00	Lunch				
13:00	14:30	<b>A</b>	<b>At The Heart Of All Fundraising; A Case For Support</b>	<b>Jolan van Herwaarden</b>	NL	College of Change
		<b>B</b>	<b>Powering Up Your Peer-To-Peer Fundraising</b>	<b>Jillian Stewart Arko Hoondert</b>	NL	PeerWorks
		<b>C</b>	<b>A Smart Approach To Evaluating Your Fundraising Performance And Reaching Your Growth Objectives!</b>	<b>Emily Bracken</b>	ES	Daryl Upsall & Associates
		<b>D</b>	<b>Help Your Corporate Partners Do Well By Doing Good</b>	<b>Betsy Akin Sylwia Kobayashi</b>	US PL	Amnesty International Sentio, Coaching & Fundraising



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Thursday 13 October 2016 – CEE Conference					
From To	Topic		Speaker	Country	Organization
14:30 15:00	Coffee Break				
15:00 16:30	A	Fundraising Entrepreneurship 101	Jacob Finnbjørn Møllemose	DK	Agency Scandinavia
	B	Inspiring Connections	Derek Humphries	GB	DTV Group
	C	What Is The Future Of Fundraising?	Colin Habberton	ZA	GivenGain
	D	The Latest Trends In Digital Fundraising: What's Hot – What's New?!?	Jan Uekermann	CH	RaiseNow / Major Giving Institute
16:30 17:00	Coffee Break				
17:00 18:00	A	Seven Steps To Predict Your Future – Build A Fundraising Strategy	Martyna Żak	PL	Instytut Fundraisingu
	B	Testing! Testing! Testing!	Jan Kroupa	CZ	Czech Fundraising Center
	C	The Magical Beauty Of A Database	Jolan van Herwaarden	NL	College of Change
	D	Getting Started With Major Gifts	Eva Aldrich	US	CFRE International
19:30	Party with Live Music (at Sladovňa House of Beer)				



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Friday 14 October 2016 – CEE Conference						
From	To	Topic		Speaker	Country	Organization
9:00	10:30	A	Inspiring Connections	Derek Humphries	GB	DTV Group
		B	Accelerating Impact: Partnering Across Sectors To Achieve Greater Results	Kay Sprinkel Grace Ana Koeshall	US RS	Transforming Philanthropy Ana & Vlade Divač Foundation
		C	When East Meets West – Face To Face	Marianna Zappi Sarah Enderby Camelia Mateş	GB GB RO	Canal and River Trust Goldsmiths, Univ. of London ARC
		D	Developing Fundraising In Developing Markets: Successful Cases And Inspiration	João Paulo Vergueiro	BR	ABCR
10:30	11:00	Coffee Break				
11:00	12:30	A	Help Your Corporate Partners Do Well By Doing Good	Betsy Akin Sylvia Kobayashi	US PL	Amnesty International Sentio, Coaching & Fundraising
		B	Digital Strategy For A Changing World	Colin Habberton	ZA	GivenGain
		C	A Smart Approach To Evaluating Your Fundraising Performance And Reaching Your Growth Objectives!	Emily Bracken	ES	Daryl Upsall & Associates
		D	At The Heart Of All Fundraising; A Case For Support	Jolan van Herwaarden	NL	College of Change
12:30	13:00	Coffee Break				
13:00	13:45	CLOSING PLENARY: Envisioning The Year Ahead: Taking Your Learning Back To Your Organization		Kay Sprinkel Grace	US	Transforming Philanthropy
		End of the Conference				



CEE FUNDRAISING  
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# GROW FAST: INVEST IN FUNDRAISING (SYNERGIES)

12 – 14 Oct 2016  
Bratislava | SK

## ORGANIZER



Slovak  
Fundraising  
Centre

## GENERAL PARTNER



## IN COOPERATION



European Fundraising Association



## MAIN PARTNERS



ERSTE Stiftung

## PARTNERS



CFRE International



## MEDIA PARTNERS

