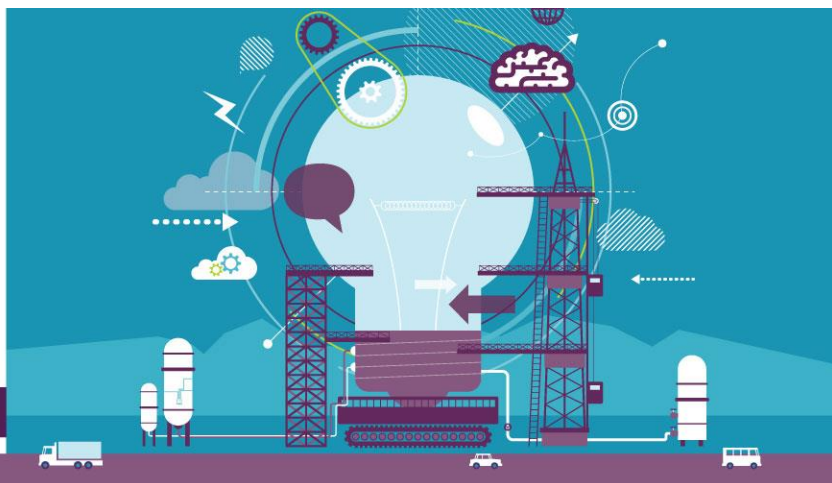


# POWER UP!

2019  
EMERGING  
PHILANTHROPY  
CONFERENCE

Wednesday, April 24, 2019



## BREAKOUT SESSIONS SCHEDULE

### Breakout Session 1

#### **Power Up! Empowered Fundraising Q&A!**

Kishshana Palmer

#### **The Value of Getting Lemons: Making Lemonade from Sour Feasibility Study Results**

*Diane Larusso*

*Senior Consultant, Health Giving*

*Madeline Wallace*

*Development Manager, Joseph's Home*

#### **Heir Conditioning: How to Make Certain that the Inheritance You Leave Will be a Blessing and Not a Curse**

*Attorney Jack Alpern*

*Jack N. Alpern Co., LPA*

#### **Building More Than a Ramp: The ART of Accessibility**

*Kristen Link*

*Director of Education & Accessibility, City Theatre Company*

### Breakout Session 2

#### **The Pivot - Transforming Your Annual Appeal Donors to Major Gift Partners**

*Bernice Martin Lee*

*Regional Philanthropy Officer, American Red Cross*

#### **Professional Communications Across Generations**

*Dr. Stephanie Adam*

*Associate Professor of Management, California University of PA*

#### **Budgeting 101 for Nonprofits**

*Marcia Wallander*

*Director of Development, Adagio Health*

#### **Let's Talk: Secrets to Successful Planned Giving Conversations**

*Maureen Mahoney Hill CFRE*

*Principal, Advancement Advisors*

## Breakout Session 3

### **Building a Comprehensive Fundraising Program**

*Abigayle Tobia CFRE*

*Executive Director, North Allegheny Foundation*

### **Can We Build Equitable Relationships in an Inequitable World?**

*Liana Maneese*

*CEO, The Good Peoples Group's Center on Interracial Relationship*

*Sydney Olberg*

*COO, The Good Peoples Group's Center on Interracial Relationships*

### **Is the CGA Still Relevant? ...You Bet... On Goes the Charitable Gift Annuity!**

*Chris McGurn*

*SVP, Director, Planned Giving Solutions, PNC Institutional Advisory Solutions*

*Laura Bozell*

*Vice President, Planned Giving Client Product Specialist – Relationship Manager, PNC*

### **Emerging Fundraising Trends**

*Emma Kieran*

*Principal, Pilot Peak Consulting*

### **Networking in the Digital Age!**

*Pancho Timmons*

*Founder & CEO, Connect in Effect*

## Breakout Session 4

### **"Tell Me a Story"**

*Aliesha Walz*

*Director of Development & Public Relations, Washington County Community Foundation*

### **The Good, the Bad and the Ugly of Frontline Fundraising**

*Jill Simmons*

*Sr. Director of Development, Carnegie Mellon University*

### **The Role of Grants in a Diversified Fundraising Portfolio**

*Maureen Ryan*

*Principal & Owner, Write Connections, LLC*

### **"They Will Remember How You Made Them Feel"**

*Alexis Allen*

*Lead, Principal Planner, {SHE}*