

Association for Healthcare Philanthropy
AHP Midwest Regional Conference
April 27-29, 2008
Hyatt Regency Louisville
Louisville, Kentucky

Roundtable Facilitator Call for Presentations
Submission Deadline: March 3, 2008

Roundtables are:

- An excellent way for a small group of members to have an in-depth discussion on a particular topic
- An opportunity for you to take part in the educational mission of AHP
- A forum for you to facilitate a discussion with conference attendees

Roundtable format:

Monday, April 28, 7:30-8:30 a.m.

This is an opportunity for conference attendees to interact with some of the finest professionals in the Midwest area. We are encouraging roundtable leaders to come prepared to lead a discussion and answer questions, concerns or issues related to their specific job responsibilities. We are also asking that roundtable leaders be available for continued one-on-one consultation throughout the conference.

Professionals from the following areas are being recruited:

- Chief Development Officer-Small Shop
- Chief Development Officer-Community Hospital
- Chief Development Officer-Children's Hospital
- Campaign Director
- Planned Giving Director
- Annual Fund Director
- Major Gifts Director
- Event Coordinator
- Donor Relations Coordinator
- Planned Giving Consultant
- Database Consultant
- Executive Search Consultant

Tuesday, April 29, 7:30-8:30 a.m.

This session will offer the traditional roundtable model, with a facilitator at each table who will open the roundtable session with a short presentation (15-20 minutes) followed by group discussion on that particular topic. Please see the attached page for a suggested list of topics. If you prefer a topic that is not listed, you may still write it in as one of your choices. Please list 3 topics in the order of your preference to assure that all topics are covered and that you facilitate a topic of your choice.

Facilitator Roundtable Submission Form:

A Roundtable Facilitator Submission Form is included on the bottom of the following page.

Please return this form by **March 3, 2008** to:

Meghan Pitzer, Meetings Manager
313 Park Avenue, Suite 400
Falls Church, VA 22046

-or-

Fax to Meghan at (703) 532-7170

Confirmation of roundtable:

If your roundtable proposal is chosen, you will be asked to submit a short bio, and in 50 words or less, a description of your topic. Bringing handouts for the roundtable session is required.

Possible roundtable topics include, but are not limited to the following areas...

1. Strategic planning
2. Annual giving
3. Database management
4. Endowment Development
5. Ethics for the real world
6. Case development
7. Major gifts
8. Direct Mail
9. Prospect research
10. Planned Giving, Begin at the Beginning
11. Planned giving for the small shop
12. Small shop development
13. Board development
14. Board retreats
15. Board's role in development
16. Grateful patient program
17. Planned giving marketing
18. Development and communications
19. Fundraising in a healthcare setting
20. Friend raising events
21. Your Dream Team
22. Volunteers in development
23. Feasibility studies
24. Capital Campaigns
25. Physician giving
26. ePhilanthropy
27. Managing a capital campaign
28. Art of negotiating
29. Grant writing
30. Cause related marketing
31. Marketing for the small shop
32. The auditors are coming...
33. Employee campaigns
34. Stewardship
35. Capital campaign structure
36. Research
37. Board Orientation
38. Fundamentals of Board Leadership
39. Risks of Nonprofits
40. CEO Assessment & Compensation Setting
41. Creating a Fundraising Board
42. Nonprofit career seeking
43. Board recruitment
44. Evaluation: The Board, The CEO, The DO
45. Facilitated Executive Roundtable
46. Transition: For profit to Nonprofit
47. Anybody can be a fundraiser
48. Starting your own consulting: The Nitty-Gritty
49. Developing long-term loyal donors
50. Top Ten Myths

Roundtable Facilitator Submission Form

Please fax to Meghan Pitzer at (703) 532-7170 by March 3, 2008

Name: _____

Title: _____

Company/Institution: _____

Address: _____

City: _____ State/Province: _____ Zip/Postal Code _____

Phone: _____ Fax: _____ E-mail: _____

Please list your choice of roundtable topics to facilitate (in order of preference):

Area/Topic 1: _____

Area/Topic 2: _____

Area/Topic 3: _____