

2021

AHP Virtual Institute for Healthcare Philanthropy

Advanced Skills for Major Gifts Track

July 27, 29,30, August 4, 5

Track Dean:	Janet DeWolfe, FAHP, CFRE
Associate Dean:	Robert Wahlers, MS, CFRE
Faculty:	John Drake, FAHP, CFRE Jill Kyle, MBA, CFRE
Guest Faculty:	Donna Budak, FAHP Megan Gillick Tim Logan, FAHP, CFRE, ACFRE

Virtual Institute 2020—Advanced Skills for Major Gifts

Tuesday, July 27	Topic/Activity	Faculty
10:00 – 11:00 AM ET	Making the Most of Your Virtual Experience Ice Breaker Active Listening Intro to Case Studies	Janet DeWolfe Jill Kyle Robert Wahlers
11:00 AM – 12:00PM ET	Keys to Success in Major Gifts Two Minute Connection Dialogue	Janet DeWolfe Robert Wahlers
12:00 – 1:00 PM ET	Lunch	
1:00 – 2:30 PM ET	Major Gift Skill Set and Essential Tools	Jill Kyle Robert Wahlers
2:30 – 3:00 PM ET	Break	
3:00 – 4:30 PM ET	Three Best Ways to Build a Pipeline	Robert Wahlers
4:30 – 5:00 PM ET	Open Forum	All

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Thursday, July 29	Topic/Activity	Faculty
10:00 AM – 11:00 AM ET	Strategic Leadership Engagement	Jill Kyle
11:00 AM – 12:30 PM ET	Articulating the Case	Robert Wahlers
12:30 – 1:30 PM ET	Lunch	
1:30 – 3:00 PM ET	High Performance MGOs	Janet DeWolfe
3:00 – 3:30 PM ET	Break	
3:30 – 5:00 PM ET	Major and Planned Giving-Blended Gifts	Robert Wahlers

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Friday, July 30	Topic	Faculty
10:00 – 11:30 AM ET	Designing Donor Strategies	Robert Wahlers
11:30 AM – 12:30 PM ET	Lunch	
12:30 – 2:00 PM ET	Closing the Gift	Robert Wahlers
2:00 – 3:30 PM ET	Physician Champions and Grateful Patients	Jill Kyle
3:30 – 4:00 PM ET	Break	
4:00 – 5:00 PM ET	Case Study Discussion	Janet DeWolfe Jill Kyle Robert Wahlers

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Wednesday, August 4	Topic	Faculty
10:00 – 11:30 pm ET	Unsticking “Stuck” Situations: Communicating Through Challenging Prospect Scenarios Part I	Megan Gillick
11:30 AM – 12:30 PM ET	Lunch	
12:30 – 2:00 PM ET	Unsticking “Stuck” Situations: Communicating Through Challenging Prospect Scenarios Part II	Megan Gillick
2:00 – 2:30 PM ET	Break	
2:30 – 3:30 PM ET	Review for Role Play/Donor Visit	Janet DeWolfe Robert Wahlers
3:30 – 4:30 PM ET	Team Practice for Role Play/Donor Visit	Class
4:30 – 5:00 PM ET	Open Forum	All

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Thursday, August 5	Topic	Faculty
10:00 – 11:30 pm ET	Your Professional Development	John Drake Donna Budak Tim Logan
11:30 AM – 12:30 PM ET	Lunch	
12:30 – 2:00 PM ET	Role Play/Donor Visit	Class
2:00 – 2:30 PM ET	Break	
2:30 – 4:00 PM ET	Role Play/Donor Visit	Class
4:00 – 5:00 PM ET	Your Journey	Janet DeWolfe Robert Wahlers