

**2020**

**AHP Virtual Institute for Healthcare Philanthropy**

**Advanced Skills for Major Gifts Track**

**Track Dean: Janet DeWolfe, FAHP, CFRE**  
**Faculty: Robert Wahlers, MS, CFRE**  
**Guest Faculty: Megan Gillick**

<b>Tuesday, September 1</b>	<b>Topic/Activity</b>	<b>Faculty</b>
<b>1:00 – 2:00 PM ET</b>	Making the Most of Your Virtual Experience Ice Breaker Active Listening Intro to Case Studies	Janet DeWolfe Robert Wahlers
<b>2:00 – 2:30 ET</b>	<b>BREAK</b>	
<b>2:30 – 3:30 ET</b>	Major Gift Skill Set and Essential Tools	Janet DeWolfe Robert Wahlers

## Virtual Institute 2020—Advanced Skills for Major Gifts

<b>Wednesday, September 9</b>	<b>Topic/Activity</b>	<b>Faculty</b>
<b>1:00 – 2:00 pm ET</b>	Unsticking “Stuck” Situations: Communicating Through Challenging Prospect Scenarios Part I	Megan Gillick
<b>2:00 – 2:30 pm ET</b>	<b>BREAK</b>	
<b>2:30 – 3:30 pm ET</b>	Unsticking “Stuck” Situations: Communicating Through Challenging Prospect Scenarios Part II	Megan Gillick

<b>Thursday, September 10</b>	<b>Topic</b>	<b>Faculty</b>
<b>1:00 – 2:00 pm ET</b>	Designing Donor Strategies	Janet DeWolfe Robert Wahlers
<b>2:00 – 2:30 pm ET</b>	<b>BREAK</b>	
<b>2:30 – 4:00 pm ET</b>	Student Presentations	All