

2020

AHP Virtual Institute for Healthcare Philanthropy

Hospice Philanthropy Track

Track Dean: Beth Morgante
Faculty: Karen Willson, CFRE, ACFRE

Thursday, September 17	Topic/Activity	Faculty
12:00 – 1:30 PM ET	Introductions Case for Support Elevator Speeches	Beth Morgante Karen Willson
Thursday, October 2	Topic/Activity	Faculty
12:00 – 1:30 PM ET	Acquisition Renewal and Retention	Beth Morgante Karen Willson

Virtual Institute 2020—Hospice Philanthropy

Thursday, October 15	Topic/Activity	Faculty
12:00 – 1:30 pm ET	Pipeline to Major and Planned Gifts Clinical Staff Engagement	Beth Morgante Karen Willson

Thursday, October 29	Topic	Faculty
12:00 – 1:30 pm ET	Major/Planned Gifts Capital Campaigns Stewardship	Beth Morgante Karen Willson

Thursday, November 12	Topic	Faculty
12:00 – 1:30 pm ET	Performance Metrics Elevator Speech Performances Wrap Up	Beth Morgante Karen Willson