

<b>ALU</b> Alumni relations stream	sponsored by 	<b>PES</b> Personal effectiveness stream
<b>EXT</b> External relations stream	sponsored by 	<b>SLP</b> Strategy and leadership stream
<b>FDR</b> Fundraising stream	sponsored by 	

## Session types

**Webinar:** presentations by experts followed by a Q&A session with attendees

**Product showcases:** webinar style sessions giving insight into products and services followed by a Q&A session

**Roundtable:** facilitated small group discussion and sharing of best practice with peers

Monday 8 June 2020		
11:00-12:00	Webinar <b>ALL</b>	<p><b>Leading change: David Laws in conversation with John Rux-Burton</b></p> <p>In the wake of a pandemic, with ongoing school closures and talk of a recession, what will the school sector look like in the future? In conversation with John Rux-Burton, David Laws will explore how, now more than ever, development can and must lead the way in bringing communities together and inspiring giving, to ensure all young people, despite COVID-19, receive the best educational opportunities.</p> <p><b>Rt Hon David Laws, Executive Chairman, Education Policy Institute</b></p>
12:30-13:00	Product showcase <b>ALL</b>	<p><b>Potentiality: Durham School leading the way in cutting edge fundraising and community engagement using a zero input FRD</b></p> <p>Durham School has set up a single engagement platform to manage the school's engagement needs including events, direct debits, multiple websites, merchandise, archiving, relationship management, school/alumni e-newsletters and much more. Hear the benefits of collecting that data on a single platform to create a constantly updated list of potential donors, showing who to contact, why they've been identified, their engagement history, and the means to track fundraising communications so they're not contacted again and find out why engagement data is the most powerful fundraising tool available to your school community.</p> <p><b>Andrew Beales, Development Director at Durham School; John Batistich, Director, Potentiality</b></p>
14:00-15:00	Roundtable <b>EXT</b>	<p><b>Communicating with your community: how to keep your community engaged</b></p> <p>At a time of crisis, communication is key. Continued conversation with your school community and sharing with them how your school is responding to the pandemic, is essential to future engagement and fundraising. Hear how Pangbourne College is communicating with its community and share your experience of how you are engaging the community in your school's pandemic journey.</p> <p><b>Karen Hartshorn, Director of Development, Pangbourne College and Chairman, IDPE</b></p>

**Tuesday 9 June 2020**

11:00-12:00	Webinar <b>ALL</b>	<p><b>Supporting your school community: fundraising for hardship funds</b> Over the coming months, providing financial support to access independent education will become increasingly important, and alongside more traditional transformational bursary programmes, many schools are already establishing hardship funds. But what are hardship funds? How do you engage your school community in understanding the need, and giving to your hardship campaign? And how do you structure funds to ensure they deliver maximum benefit? Join our expert panel, to share their learnings of developing hardship funds.</p> <p><b>Paul Dennett, Director of Development, Queenwood School</b> <b>Kate Gray, Development Director, St Albans School</b> <b>John Rux-Burton, Managing Director, Shared Vision</b></p>
12:30-13:00	Product showcase <b>ALL</b>	<p><b>Blackbaud: How to harness your alumni, parent and pupil networks with JustGiving</b> With the world having to shift from offline to online, many development offices are turning to virtual fundraising. The opportunity that digital fundraising creates is huge. But where do you start? And how do you succeed when resource is tight? Learn how to engage your alumni, parent and pupil networks through the power of JustGiving and how we can support your virtual fundraising and engagement efforts through recent developments.</p> <p><b>Jamie Parkins, Senior Product Manager, JustGiving</b></p>
14:00-15:00	Roundtable <b>FDR</b>	<p><b>Should we be fundraising now?</b> Join us to discuss your school's fundraising response ... or not ... at this time, and share how you plan to move forward your development strategy in a post-pandemic world.</p> <p><b>Louise Bennett, Joint CEO, IDPE</b></p>
By appointment		<p><b>Coaching clinics: helping you to think clearly, act strategically and work with purpose in this precarious and fast-changing world</b> Even the highest performing individuals need space to reflect, clarify their thoughts and refine their priorities, especially right now! If you are committed to your professional development and preparing for new challenges or opportunities ahead, coaching can help. Research has proven that just one coaching session can help you adapt your approach to work, find solutions, and realise opportunities with more energy and purpose.</p> <p><b>Jo Beckett, Joint CEO, IDPE</b></p>

**Wednesday 10 June 2020**

11:00-12:00	Webinar <b>ALL</b>	<p><b>Reworking strategy: how to adapt your development plans in the wake of a pandemic</b> Having a strategy which reflects your school's environment, priorities, budget and needs, is essential for fundraising success, but how do you adapt this strategy when faced with a pandemic? Explore the key pointers in creating and putting into operation a clear strategy to deliver an institution's fundraising goals and what to consider when adapting your development strategy to a new norm.</p> <p><b>Fiona Kirk, Senior Consultant and Managing Director, Marts &amp; Lundy (UK)</b> <b>Jonathan Snicker, Head of Philanthropy, University of Exeter</b></p>
12:30-13:00	Product showcase <b>ALL</b>	<p><b>Gifted Philanthropy Ltd: What can we learn from outside our sector?</b> When our fundraising feels challenged, there's a lot to be said for lifting our gaze beyond the immediate context we're working in. Join us for a session that draws on our experience of building partnerships across the Third Sector and shares insights that could help shape your future fundraising strategy.</p> <p><b>Chris Goldie, Director, Gifted Philanthropy Ltd</b></p>

14:00-15:00	Roundtable <b>FDR</b>	<p><b>Data and prospect research: what should your priorities be now?</b></p> <p>What better time to do those ‘nice to do’ data jobs that you never seem to have time for? Looking after your data is essential, including cleansing your data, developing profiles, building your prospect pipeline. Now more than ever is the time to prioritise data, to identify your school’s future fundraising opportunities. Hear how Marymount International School are focusing on research, cultivation and pipeline building, and share your experience of developing your database.</p> <p><b>Adriana Williams, Director of Development, Marymount London</b></p>
<b>Thursday 11 June 2020</b>		
11:00-12:00	Webinar <b>ALL</b>	<p><b>Adapting fundraising and alumni communications during COVID-19: a practical case study</b></p> <p>When COVID-19 struck, West Buckland School Foundation decided to ask for alumni support to build an emergency fund for children whose family circumstances see them unable to continue their West Buckland School education. In this webinar, we will look at how communications were carefully considered to achieve this during difficult times.</p> <p><b>Kate Jillings, Co-Founder, ToucanTech</b> <b>Amanda Reynolds, Foundation and Alumni Director, West Buckland School Foundation</b></p>
12:30-13:00	Product showcase <b>ALL</b>	<p><b>Juliet Corbett Consulting: Navigating fundraising uncertainty with real-time information</b></p> <p>Over the coming months you’ll be making many important decisions about your fundraising activities. One way to navigate the uncertainty surrounding these is to generate a flow of real-time information from your community. Join Juliet to hear how to develop this flow of information using market research techniques. You’ll also discover how the Fundraising Focus Programme can further help directors of development navigate the next eight months of uncertainty.</p> <p><b>Juliet Corbett, Founder, Juliet Corbett Consulting</b></p>
14:00-15:00	Roundtable <b>ALU</b>	<p><b>Making your network work: how can you move your careers programme online?</b></p> <p>Schools are increasingly recognising the value and necessity of placing a ‘world of work’ education firmly alongside the delivery of their academic curriculum, but in a new virtual world, how can we continue to provide work experience? Mentoring? Careers advice and support? Hear how Dr Challoner’s Grammar School are continuing to engage their community in supporting their pupils’ professional development and share your experience of moving your school’s careers programme online.</p> <p><b>Clare Atkinson, Development Director, Dr Challoner’s Grammar School and Deputy Chair, IDPE</b></p>
By appointment		<p><b>Coaching clinics: helping you to think clearly, act strategically and work with purpose in this precarious and fast-changing world</b></p> <p>Even the highest performing individuals need space to reflect, clarify their thoughts and refine their priorities, especially right now! If you are committed to your professional development and preparing for new challenges or opportunities ahead, coaching can help. Research has proven that just one coaching session can help you adapt your approach to work, find solutions, and realise opportunities with more energy and purpose.</p> <p><b>Jo Beckett, Joint CEO, IDPE</b></p>

Friday 12 June 2020

11:00-12:00	<p>Webinar</p> <p><b>ALL</b></p>	<p><b>To fundraise, or not to fundraise: what can development teams do now to facilitate fundraising in the future?</b></p> <p>Whilst we are in the middle of a global pandemic, the demand for fundraising has not stopped – in fact, your school may have an even greater need for support. So, what can you do now to steward major donors virtually? Sustain regular giving support? Develop your legacy programme? Join our panel of experts to explore what practical steps your school can take today to ensure fundraising success tomorrow.</p> <p><b>Kurstin Finch Gnehm, Deputy Director of Philanthropy, Royal Academy of Music</b>  <b>Simon Lerwill, Foundation Director, Marlborough College</b>  <b>Richard Radcliffe, Radcliffe Consulting</b></p>
14:00-15:00	<p>Roundtable</p> <p><b>PES</b></p>	<p><b>The Reluctant Networker: how to network in the new virtual world</b></p> <p>‘Working the room’, is not easy at the best of times, but networking virtually may seem even more intimidating. How can you network online? Who should you be networking with? And how can you ensure you ‘connect’ virtually? Explore practical ways to improve your networking and share both your challenges and the successes you have had, when networking.</p> <p><b>Neil Munz-Jones, The Reluctant Networker</b></p>

Monday 15 June 2020

11:00-12:00	<p>Webinar</p> <p><b>ALL</b></p>	<p><b>The game changer: strategic alumni research reimagined</b></p> <p>Find out how ground-breaking alumni research can generate deep intelligence to re-calibrate alumni relations and fundraising, inform strategic direction and accelerate income. Scalable, fast and cost-effective, hear how SchoolPulse for Alumni, from RSAcademics, has potentially raised the bar for a variety of schools including Harrow School and St Mary’s Calne.</p> <p><b>Rachael Petrie, Senior Advisor, RSAcademics</b>  <b>Debra Price, Head of Philanthropy, RSAcademics</b></p>
12:30-13:00	<p>Product showcase</p> <p><b>ALL</b></p>	<p><b>Shared Vision: Sharing the Vision</b></p> <p>Louise Bennett in conversation with John Rux-Burton reflects on the new challenges faced in development. With the resource challenges, how will offices deliver more in less time? And in a world that has turned virtual, what will mass-fundraising look like in the multi-channelverse. John Rux-Burton will share Shared Vision’s dynamic plans to revolutionise regular giving in education/schools.</p> <p><b>John Rux-Burton, Managing Director, Shared Vision</b></p>
14:00-15:00	<p>Roundtable</p> <p><b>EXT</b></p>	<p><b>A virtual world: how to connect with your community via social media platforms</b></p> <p>With traditional face-to-face communication no longer an option, social media has become an important way of communicating with our school communities, sharing positive stories and even making the ask. Hear how The BRIT School are using social networking platforms to engage with their community and then share your social media success stories.</p> <p><b>Jon Pelluet, Director of Development, The BRIT School</b></p>


Tuesday 16 June 2020


11:00-12:00	<p>Webinar</p> <p><b>ALL</b></p>	<p><b>The impact of technology: how to connect virtually with your community</b></p> <p>In-person fundraising may not be in the plans right now, but that doesn’t mean your development plans have to derail. How can you continue to use technology to engage and take your fundraising efforts digital? Join us to hear how technology and community come together at a time when schools need it most, with real-world examples of some of the initiatives schools are focusing on.</p>
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12:30-13:00	<p>Product showcase</p> <p><b>ALL</b></p>	<p><b>Trybooking: How to keep calm, organise virtual events and carry on fundraising!</b>  All schools have had to adapt their event plans as a result of the pandemic. Trybooking are experts in virtual events and work with schools and charities across the UK to help them manage and fundraise easily. Join us for the latest ideas and fundraising activities. Also hear how you and your team can manage these easily, especially if working virtually and make it easy for your alumni too.  Joan Lind, Managing Director, Trybooking UK Ltd</p>
14:00-15:00	<p>Roundtable</p> <p><b>SLP</b></p>	<p><b>Reflect, rethink, recommit: how benchmarking can support the review of your development strategy</b>  As we move from crisis to a new norm, reviewing your school's development strategy is inevitable, and benchmarking your school's performance against similar schools essential, to identify areas to focus on and develop moving forward. Hear how, in her new role at Monkton School, Becki Mckinlay is using the latest benchmarking report to inform her new strategy and share your experience of reviewing and developing your development plans post-pandemic crisis.  Becki Mckinlay, Director of External Relations, Monkton Combe School</p>
<p>Wednesday 17 June 2020</p>		
11:00-12:00	<p>Webinar</p> <p><b>ALL</b></p>	<p><b>Don't press pause on your development programme</b>  In the wake of a pandemic and increased uncertainty, many schools will be focussed on cutting costs to ensure their schools survives. However, where there is challenge there is always opportunity. Whilst there may be fewer donors giving less as a result of the pandemic, donors will still give. How can you continue to maintain and deepen relationships with your community now, so that your school continues to benefit from philanthropy in the future?  Philip Britton MBE, Headmaster, Bolton School  Laura Firth, Head of Development, Bolton School  David Goodhew, Head, Latymer Upper School  Amanda Scott, Director of Development, Latymer Foundation at Hammersmith</p>
12:30-13:00	<p>Product showcase</p> <p><b>ALL</b></p>	<p><b>ToucanTech: using email data to guide your fundraising</b>  Making the right fundraising ask starts with knowing who to ask – and when! Join us to learn how to use email tracking data to guide your fundraising activity. P.S. It helps to create beautiful and compelling community emails, so we'll cover that too!  Amy Da Costa, Head of Sales, ToucanTech</p>
14:00-15:00	<p>Roundtable</p> <p><b>ALU</b></p>	<p><b>A new world: virtual events</b>  Reunions, careers talks, dinners, networking – these are all invaluable opportunities to engage and support our school communities, but with social distancing here to stay, how can we continue to bring our communities together? Hear how Sherborne School has developed a new calendar of events online, and share your experience of developing a new virtual events programme for your school community.  Adrian Ballard, Head of Foundation, Sherborne School Foundation</p>


<b>By appointment</b>	<p><b>Coaching clinics: helping you to think clearly, act strategically and work with purpose in this precarious and fast-changing world</b></p> <p>Even the highest performing individuals need space to reflect, clarify their thoughts and refine their priorities, especially right now! If you are committed to your professional development and preparing for new challenges or opportunities ahead, coaching can help. Research has proven that just one coaching session can help you adapt your approach to work, find solutions, and realise opportunities with more energy and purpose.</p> <p><b>Jo Beckett, Joint CEO, IDPE</b></p>
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**Thursday 18 June 2020**

11:00-12:00	<b>Webinar</b> 	<p><b>State schools: achieving sustainability in uncertain times</b></p> <p>Fundraising is always a challenge, but in the aftermath of a pandemic, it can be difficult to even contemplate making the ask. Yet, people do want to give. So, how can you engage with your school community? How can you inspire them to give? And how can you create a programme of sustainable and scalable funding to support your pupils now and in the future?</p> <p><b>Chris Goldie, Director, Gifted Philanthropy Ltd</b>  <b>Gavin McLellan, Director of Development, Jordanhill School</b>  <b>Sharon Noble, Development Manager, Chestnut Grove Academy</b></p>
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14:00-15:00	<b>Roundtable</b> 	<p><b>Adapting to change: three things you can do to help you and your organisation to thrive in a rapidly changing world</b></p> <p>How can we respond to the dramatic levels of change, uncertainty, and pressure in the context of greater isolation? Our ability to adapt and be resilient is not something we inherit, they are skills that can be learned.</p> <p><b>Jo Beckett, Joint CEO, IDPE</b>  <b>Ian Wigston, Founder, Bright Field Consulting</b></p>
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**Friday 19 June 2020**

11:00-12:00	<b>Webinar</b> 	<p><b>Post-COVID-19: the future of fundraising</b></p> <p>With a projected downfall in donations and furloughed fundraisers, there will undoubtedly be challenges ahead for the sector. But out of a crisis comes creativity; and as all good fundraisers know, for every no, there will be a yes. So how will our innovation and eternal optimism ensure survival in a post-COVID-19 world?</p> <p><b>Matthew Dear, Director of Development, The Oundle Society</b>  <b>Daniel Fluskey, Head of Policy and External Affairs, (Chartered) Institute of Fundraising</b>  <b>Gerald Oppenheim, Chief Executive Officer, Fundraising Regulator</b></p>
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12:30-13:00	<b>Product showcase</b> 	<p><b>Aluminati: Creating tailored, lifelong connections with your community</b></p> <p>In this session, Aluminati will showcase how schools can support and grow their online community using the all-new Aluminati Community Builder. From parents to staff, create tailored relationships that take each user on a unique journey. Ignite your community through powerful and intuitive tools that encourage your users to give back and help each other.</p> <p><b>Maria Gutierrez, Project Strategy Consultant, Aluminati Network Group</b>  <b>Poppy Scale, Client Engagement Manager, Aluminati Network Group</b></p>
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<p>14:00-15:00</p>	<p>Roundtable</p> <p><b>SLP</b></p>	<p><b>Demonstrating impact: how can you demonstrate the value of your development beyond £s and pence</b></p> <p>Development is so much more than just raising money – providing careers support, offering professional and social networking, bringing your school community together, but how do we measure this added value? Hear from Withington Girls’ School on their response to COVID-19 and how their development team are currently adding value to the school, and share your experience of how you demonstrate the difference you are making.</p> <p><b>Lesley Dowdall, Director of Development, Withington Girls’ School</b></p>
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