

Conference
Preview



Colorado
NONPROFIT
Association

24TH ANNUAL FALL CONFERENCE AND EXHIBITION:

the 2000

OCTOBER 20-21 | 2016

RENAISSANCE DENVER STAPLETON HOTEL

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[Organized by Category, Date & Time]

Registration Fees

2 DAY	EARLY (DEADLINE 8/31)	REGULAR (DEADLINE 10/7)	ON-SITE (DEADLINE 10/20 & 10/21)
Member	\$225	\$300	\$350
Non-Member	\$325	\$400	\$450

1 DAY	EARLY (DEADLINE 8/31)	REGULAR (DEADLINE 10/7)	ON-SITE (DEADLINE 10/20 & 10/21)
Member	\$150	\$200	\$250
Non-Member	\$200	\$250	\$300

Early-Bird Registration Ends August 31!

General Information

5

24th Annual Fall Conference: *The 20,000*

LOCATION

Renaissance Denver Stapleton Hotel | 3801 Quebec Street | Denver CO 80207 | (303) 399-7500

ACCOMMODATIONS

Hotel room rates **\$139 PER NIGHT**

In order to receive the special rate, attendees must **book rooms by September 26**. For details, visit our conference website at **FallConference.org**. NEW THIS YEAR! We are hosting a Kick-Off Happy Hour on Wednesday, October 19 for our out-of-town guests. Look for more details coming soon.

SCHOLARSHIPS

A limited number of scholarships will be available to Colorado Nonprofit Association nonprofit **members with budgets of \$250,000** or less. Find details and the scholarship application at FallConference.org. Application **deadline is September 19**.

SPONSORSHIP OPPORTUNITIES

Sponsor this year's conference! Learn more about becoming a sponsor by contacting **Eileen Anderson**, Colorado Nonprofit Association Director of Development at (303)832-5710 ext. 205 or eanderson@ColoradoNonprofits.org

Keynote



THURSDAY | 8:30-9:30 A.M. |
BREAKFAST PLENARY

WE ARE THE 20,000

Colorado Nonprofit Association's President & CEO, **Renny Fagan**, and Vice President & COO, **Adrienne Mansanares**, will kick off the 24th Annual Fall Conference and Exhibition. The Association is **inspired daily**

by the critical work of over 20,000 public charities across the state. Don't miss this opportunity to meet with other participants, share your important contributions, and be a part of The 20,000.



THURSDAY | 11:30 A.M.- 1:00 P.M. |
LUNCH PLENARY

YOU ARE THE 20,000

World class violinist and graduate of Stanford University's engineering design program, **Kai Kight** takes the stage during this not to be missed plenary. Through **compelling personal stories, humor and music**, Kai will leave you inspired, and ready to take action in unexpected ways.



FRIDAY | 8:15-9:00 A.M. | BREAKFAST
PLENARY

THE POWER OF THE 20,000

Join **Lauren Y. Casteel**, President & CEO of Women's Foundation of Colorado for an unforgettable keynote experience. Lauren will share reflections on the power of The 20,000 and **the importance of meaningful and authentic relationships, true community engagement and innovation** rooted in lessons from the past.

FRIDAY | 12:30-1:30 P.M. | LUNCH
PLENARY

THE 20,000 IMPACT

The final plenary of the 24th Annual Fall Conference and Exhibition will explore the positive impact of The 20,000 on our communities, Colorado's economy, and the political landscape. **Lauren Y. Casteel** will moderate an **engaging panel of nonprofit leaders from across Colorado** including **Renny Fagan** and **Miriam Pena**, Director at Denver Office of Strategic Partnerships.



Conference Features



THEME

More than 20,000 public charities impact the economic, social, and political landscapes in Colorado. The 20,000 represent organizations both large and small, providing services in Colorado and outside of our state. The 20,000 include professionally-run, dynamic organizations comprised of dedicated community leaders. The 20,000 are located in every region across the state.

The Fall Conference & Exhibition is the time for The 20,000 to come together and discuss vital questions ensuring **Colorado has the nation's most effective, vibrant and innovative nonprofit community** that is essential to the high quality of life in our state. Why should you attend the largest nonprofit conference in Colorado?

- *Networking with your peers.*
- *Discover products and services available to the nonprofit community in the Exhibit Hall – and enter to win great prizes from our vendors!*
- *Listen to nationally renowned speakers covering issues of importance to the nonprofit community.*
- *Learn, learn, learn – Participate in over 100 breakout sessions on topics from fundraising and marketing, to leadership and governance.*

SALONS

We are thrilled to introduce the 3rd Floor Salons. **These unique small group discussions will create two-way-dialogue spaces for our participants, sponsors, and speakers to engage in relevant discussions concerning our communities.** These discussions will be categorized by indicators including: Professional Roles, Focus of Service, Demographics & Equity, Practice It, and Colorado Communities. The space used for these dialogues are small informal settings.

EXHIBITS

Again this year we have many great exhibitors – be sure to take time during the conference to meet and visit with them! **Find new ways to save money on products and learn about services available specifically for nonprofits.** Many of them are participating in our raffle on Friday and don't forget to bring your business cards because the only way to win is by visiting a booth!

EXHIBITS

Type of Booth	Price
Business - Member	\$1,500
Business - Nonmember	\$1,800
Nonprofit - Member	\$1,100
Nonprofit - Nonmember	\$1,500

SOCIAL HOUR

NETWORKING EVENT

You're invited to an evening of networking following the first day of events at Colorado's largest nonprofit conference. Join us for the launch of our new magazine, *Nonprofit Colorado*, highlighting the great work of nonprofit organizations and our Colorado communities.

Thursday, October 20 at 4:45 P.M.

Exhibitor Hall








THE APP

This year an interactive app will allow you to sign up for sessions, check out conference schedule, view an interactive map of sessions and exhibitors, link to our generous sponsors, and communicate with us and other participants. **Download the app at FallConference.org to stay connected.**



The Grid







THURSDAY OCTOBER 20









Session Tracks	 Salon: Colorado Communities	 Salon: Demographics & Equity	 Salon: Focus of Service	 Salon: Practice It!	 Salon: Professional Role	 Administration & HR	 Advocacy & Public Policy
Session 1 9:45-11:15A	Colorado Communities: Central Mountains — or — Colorado Communities: San Juan	Cultivating Collaboration: Cross-Sector Partnership Tools that Work — or — Survive & Thrive Through the Silver Tsunami!		Communicating Financial Information to Nonfinancial People — or — The Art of the Media Pitch	New to the Sector	Service Enterprise: Increase Impact through Integrated Volunteer Engagement	
Session 2 1:15-2:45P	Colorado Communities: San Luis Valley	Advancing Your Mission through Cultural Competency — or — Is Your Board Too White? Increasing Diversity and Inclusion in Nonprofit Organizations		Assessing Your People's Needs — or — Everyone's in IT at a Nonprofit — or — What's EQ Got To Do With It? Using Emotional Intelligence to Maximize Everything!	Board Chair Discussions		
Session 3 3:00-4:30P	Colorado Communities: Northeast — or — Colorado Communities: Southeast	Cultural Responsiveness in Communications	Safely Home: A Summary of YAP's Approach to Keeping Youth in the Community	Getting from What to Why: Creating Emotional Bonds — or — Three Tips for Women to Improve Our Negotiating Skills	Executive Director Discussions	Governing Ethics. Is Your Board Virtuous?	

							
Communications & Marketing	Evaluation & Planning	Finance	Fund Development	Governance	Information & Technology	Leadership	Strategic Alliance
Five Rules for Crafting Online Messages that Work — or — Countdown to Launch: How to Make Sure Your Rebranding Has Impact	The Nonprofit Starvation Cycle — or — What is a CRM? What Can It Do for Your Organization?	Socially Responsible Investing: What Is It and How Can it Grow Your Organization?	Endowment Building — or — How to Develop a Diversified Fundraising Plan — or — Team Grant Writing: Multiple Voices for One Application	Building an Effective Board of Directors: Raising Funds and Thinking Strategically	Kanban Boards: Visualizing Your Work and Managing Your Workflow — or — Right-size IT Security for Your Organization	Empower Your Team to Produce Results! — or — Got Values? Hot to Create Core Values, Find Purpose, and Weave It into Your Work	The Art and Science of Retaining Digital Donors
Facebook Marketing for Nonprofits — or — Once Upon a Brand	Data Tracking and Gap Map Analyses — or — Data Tracking and Monitoring	Nonprofit is a Tax Status, Not a Business Model	A Fresh Approach to Sponsorship — or — Membership, Giving, and Loyalty: The Power of Engagement — or — Nuts and Bolts of Planned Giving: Building Your Planned Giving Program	Nonprofit Board As Strategic Asset	How to Leverage Free Technology to Further Your Mission	Engaging Your Nonprofit's Collective Intelligence — or — How You Can Afford to Work for a Nonprofit	Leveraging Salesforce for Donations, Constituents, and Volunteer Management
Beyond Bullet Points: Use Graphics to Increase Retention — or — The Art and Science of Data Visualization	Crafting Key Evaluation Questions — or — Impact, M&E, and Mapping: Diagnosing Obstacles and Prescriptions for Change	Internal Control Discussion	Does Your Silent Auction Look Like a Garage Sale? Silent Auction Insider Tips and Tricks — or — Mission Sustainability through Planned Gifts and Endowment Funds	From Beginning to End: Steps for a Successful Leadership Transition	Developing and Implementing Reserves — or — Let's Build Five Reports That Will Change How Your Organization Operates	Coaching Skills for Volunteer Managers — or — Create Great Credit - Get What You Want, When You Want It!	

The Grid

FRIDAY OCTOBER 21

Session Tracks	 Salon: Colorado Communities	 Salon: Demographics & Equity	 Salon: Focus of Service	 Salon: Practice It!	 Salon: Professional Role	 Administration & HR	 Advocacy & Public Policy
Session 1 9:15-10:30A	Colorado Communities: Northwest	Caring for Community Begins with Me: Doing Self-Care in Social Justice Organizations	How to Build a Latino Parent Revolution in Your Community	Financial Management Coaching — or — Honing Your Story	Building Your Nonprofit Career — or — Leadership: It's Not a Title	Dealing with Difficult People — or — Federal Overtime Rules - How Will They Affect Your Nonprofit?	The Perfect One-Pager: A Policy Advocacy Tool
Session 2 10:45 A-12:15P	Colorado Communities: Southwest	Building Your Leadership Pipeline — or — Class Identity in Fundraising			Board Member Discussions — or — So You Want to be a Consultant? Things You Need to Know	Nonprofit Approach to the New Overtime Rules	Confronting the Colorado Conundrum: Public Investments in an Expanding Economy
Session 3 1:45-3:15P	Colorado Communities: Western Slope	Black Lives Matter: Engaging More Deeply — or — Connecting Across Cultural Divides: Or, Learning How to Talk to Anyone!		Nonprofit Improv 101	New to the Sector	Equity & HR: Identifying the Hidden and Overt Struggles	Advocacy, Lobbying, and Philanthropy — or — Telling Your Story: Inspire and Motivate Others to Join Your Cause
Session 4 3:30-5:00P						Managing Your Nonprofit with Strategic Key Performance Indicators	Not Just a Bill

							
Communications & Marketing	Evaluation & Planning	Finance	Fund Development	Governance	Information & Technology	Leadership	Strategic Alliance
Crowdfunding for Special Events	Ending the Tyranny of Strategic Planning — or — Logic Models: Utilizing Tools for Program Development		Lies, Damned Lies, and Statistics: The Truth About Fundraising in the Next Generation — or — Match Game: Finding the Right Funder	Building Strategic and Visionary Boards of Directors	Cloud Services for Nonprofits	Shaping Tomorrow's Leadership: Failures are Sexy! — or — Steward Leadership in the Nonprofit Organization	The Raiser's Edge: Plain and Simple How To Use It Best
How to Elevate Your Organization's Brand by Telling Your Story Better — or — Video Storytelling: What Really Matters	Five Ways to Bring Your Strategic Plan to Life — or — How to Collect Quality Data		Expanding Revenue: Fueling Impact and Organizations — or — Ready. Set. PLAN YOUR GRANTS: Create a Grant Template and a Strategic Grant Plan	It's Not Just a Colorado Law! Multi-State Fundraising Registration & Risk Assessment — or — User-Friendly Financials	Beyond Quickbooks: Choosing Your Next Business System	Embracing Organizational Change!	The Art & Science of "FriendRaising"
Effective Media Relations - Telling the Right Story	Mission Impossible - Have \$5,000 to Spend. Need a Miracle Database — or — Survey Design		Crowdfunding: Pandora's Box or a Better Way to Build a Community of Supporters?	Avoid Stagnation: No One Wants to be in a Mucky Pond	How to Find the Right Platforms for YOUR Organization — or — Seven Ways to Protect Your WordPress Site From Security Hacks	Aspire, Hire, Fire — or — Great Leadership Workshop	
How to Pitch a Story to the News Media (Hint: Not with Press Releases)	Evolution or Revolution? Innovative Total Reward Design — or — Strategic Enlightenment for a Brighter Future		Auction Strategies that Really Work: Are Your Fundraising Efforts Leaving Money on the Table? — or — Successful Grant Writing	Governance Check-up!	Introduction to Agile Project Management	More Options for Paying Student Loans!? Discover REPAYE! — or — Work/Life Balance: Empower and Engage Your Teams!	Cocktails, Craft Beers, and Creating Community

Sessions



NEW THIS YEAR!

We are thrilled to introduce the 3rd Floor Salons. These unique small group discussions will create two-way-dialogue spaces for our participants, sponsors, and speakers to engage in relevant discussions concerning our communities.



SALON: COLORADO COMMUNITIES

THURSDAY OCTOBER 20 | 9:45A-11:15A

COLORADO COMMUNITIES: CENTRAL MOUNTAINS

The Colorado Communities: Central Mountains session will provide a space for nonprofits from Chaffee, Clear Creek, Custer, Fremont, Gilpin, Lake, Park, Summit, and Teller counties to come together and connect, to have discussion around the issues facing regional nonprofits and to share experiences. This informal dialogue will foster relationship building and future collaborative activities.

THURSDAY OCTOBER 20 | 9:45A-11:15A

COLORADO COMMUNITIES: SAN JUAN

The Colorado Communities: San Juan session will provide a space for nonprofits from Gunnison, Hinsdale, Montrose, Ouray, and San Miguel counties to come together and connect, to have discussion around the issues facing regional nonprofits and to share experiences. This informal dialogue will foster relationship building and future collaborative activities.

THURSDAY OCTOBER 20 | 1:15P-2:45P

COLORADO COMMUNITIES: SAN LUIS VALLEY

The Colorado Communities: San Luis Valley sessions will provide a space for nonprofits from Alamosa, Conejos, Costilla, Mineral, Rio Grande, and Saguache counties to come together and connect, to have discussion around the issues facing regional nonprofits and to share experiences. This informal dialogue will foster relationship building and future collaborative activities.

THURSDAY OCTOBER 20 | 3:00P-4:30P

COLORADO COMMUNITIES: NORTHEAST

The Colorado Communities: Northeast session will provide a space for nonprofits from Cheyenne, Kit Carson, Lincoln, Logan, Morgan, Phillips, Sedgwick, Washington, and Yuma counties to come together and connect, to have discussion around the issues facing regional nonprofits and to share experiences. This informal dialogue will foster relationship building and future collaborative activities.

THURSDAY OCTOBER 20 | 3:00P-4:30P**COLORADO COMMUNITIES:
SOUTHEAST**

The Colorado Communities: Southeast session will provide a space for nonprofits from Baca, Bent, Crowley, Huerfano, Kiowa, Las Animas, Otero, and Prowers counties to come together and connect, to have discussion around the issues facing regional nonprofits and to share experiences. This informal dialogue will foster relationship building and future collaborative activities.

FRIDAY OCTOBER 21 | 9:15A-10:30A**COLORADO COMMUNITIES:
NORTHWEST**

The Colorado Community Colorado Communities: Northwest session will provide a space for nonprofits from Grand, Jackson, Moffat, Rio Blanco, and Routt counties to come together and connect, to have discussion around the issues facing regional nonprofits and to share experiences. This informal dialogue will foster relationship building and future collaborative activities.

FRIDAY OCTOBER 21 | 10:45A-12:15P**COLORADO COMMUNITIES:
SOUTHWEST**

The Colorado Communities: Southwest session will provide a space for nonprofits from Archuleta, Dolores, La Plata, Montezuma, and San Juan counties to come together and connect, to have discussion around the issues facing regional nonprofits and to share experiences. This informal dialogue will foster relationship building and future collaborative activities.

FRIDAY OCTOBER 21 | 1:45P-3:15P**COLORADO COMMUNITIES:
WESTERN SLOPE**

The Colorado Communities: Western Slope session will provide a space for nonprofits from Delta, Eagle, Garfield, Mesa and Pitkin counties to come together and connect, to have discussion around the issues facing regional nonprofits and to share experiences. This informal dialogue will foster relationship building and future collaborative activities.

**SALON:
DEMOGRAPHICS & EQUITY****THURSDAY OCTOBER 20 | 9:45A-11:15A**

PRESENTED BY

MEGAN DEVENPORT, DENVER SHARED SPACES
MIRIAM PENA, DENVER OFFICE OF STRATEGIC
PARTNERSHIPS

**CULTIVATING
COLLABORATION:
CROSS-SECTOR PARTNERSHIP
TOOLS THAT WORK**

Collaboration is tough no matter what, but working across sectors presents unique challenges. This session introduces specific tools such as stakeholder analysis and community mapping to guide development, implementation and management of effective cross-sector collaboration.



SALON: DEMOGRAPHICS & EQUITY

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

CALLA POTT, ALIGN BY DESIGN: HUMAN CAPITAL CONSULTING

SURVIVE & THRIVE THROUGH THE SILVER TSUNAMI!

10,000 baby boomers are turning age 65 EVERY DAY and many of them are in your leadership ranks. With the Silver Tsunami gaining full strength, planning for leadership changes in the next 3-5 years begins now to ensure the mission and goals of the organization continue without any disruption. In this session, participants will learn tools to identify your next generation of leaders and develop a succession plan to ensure they are ready to ride the wave.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

MARIA VELASCO, THE SPRING INSTITUTE

ADVANCING YOUR MISSION THROUGH CULTURAL COMPETENCY

Join us as we explore the barriers and opportunities related to becoming a more culturally competent organization. Participants are encouraged to share stories, tips, and resources during this confidential salon, facilitated by an experienced practitioner with the Spring Institute.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

DAWN RILEY-DUVAL, ASHMORE DUVAL CONSULTING
KAREN ASHMORE, ASHMORE DUVAL CONSULTING

IS YOUR BOARD TOO WHITE? INCREASING DIVERSITY AND INCLUSION IN NONPROFIT ORGANIZATIONS

True inclusiveness incorporates diversity by creating a culture of involvement and respect where different ideas, backgrounds, and perspectives are connected to create a better organization for all. Organizations need both diversity AND inclusion to be successful. Come to this session to learn how to create true inclusiveness in your organization.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

ANNE SMITH, EVOLUTION
ERICH KIRSHNER, EVOLUTION
KATIE TREXLER KERN, EVOLUTION
MIRNA CASTRO, EVOLUTION
BARB HOWELL, EVOLUTION

CULTURAL RESPONSIVENESS IN COMMUNICATIONS

How well does your organization communicate with communities of color? Would you like to increase your organization's engagement with hard to reach demographic segments? We'll show you successes, failures, and leave you with strategies for stronger communication and engagement with communities of color and other hard to reach groups.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

DAWN RILEY-DUVAL, ASHMORE DUVAL CONSULTING

CARING FOR COMMUNITY BEGINS WITH ME: DOING SELF-CARE IN SOCIAL JUSTICE ORGANIZATIONS

Social justice work can be intense and stressful, which can take a toll on your health and effectiveness as an agent of social change. Led by an activist/minister, this engaging and interactive workshop will help participants identify and describe personal sources and signs of stress and create an individualized action plan for managing stress.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

SAMANTHA LEVINE, THE BRIDGESPAN GROUP

BUILDING YOUR LEADERSHIP PIPELINE

According to a Bridgespan survey of more than 150 nonprofit leadership teams, leadership development and succession planning for senior leader positions is the single greatest organizational weakness nonprofits face. In our conversations with management experts and nonprofit executives alike, one thing has become clear: The most successful succession planning is not a periodic event triggered by an executive's departure. Instead, it is a proactive and systematic investment in building a pipeline of leaders within an organization, so that when transitions are necessary, leaders at all levels are ready to act. In this session, Bridgespan will provide attendees with an understanding of five linked processes that good leadership development and succession planning requires, help them to assess where they are relatively strong or weak and share action steps to address weaknesses.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

DENE YUAN, CHINOOK FUND

CLASS IDENTITY IN FUNDRAISING

Unpacking how our class identities show up in fundraising is important to ensure that we live up to our social justice values while moving resources toward our nonprofit missions. In this salon, we'll discuss how class identity influences our interactions (or lack thereof) with prospects having different or similar identities.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

DAWN RILEY-DUVAL, ASHMORE DUVAL CONSULTING
KAREN ASHMORE, ASHMORE DUVAL CONSULTING

BLACK LIVES MATTER: ENGAGING MORE DEEPLY

Come join us for a safe conversation about the Black Lives Matter movement. You will learn about the Black Lives Matter movement nationally and locally, ways that you can get involved, and new approaches for nonprofits to engage more deeply in the Black Lives Matter movement.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

LEE SHAINIS, INTERCAMBIO UNITING COMMUNITIES

CONNECTING ACROSS CULTURAL DIVIDES: OR, LEARNING HOW TO TALK TO ANYONE!

This fun and interactive workshop will help build your understanding of cultural differences impacting your organization and everyday interactions. Through experiential group activities, you will learn tools to be more successful in cross-cultural interactions.



SALON: FOCUS OF SERVICE

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

FAREED KURTZ, YOUTH ADVOCATE PROGRAMS, INC
MIRIAM PENA, DENVER OFFICE OF STRATEGIC
PARTNERSHIPS, NATIONAL YOUTH ADVOCATE PROGRAMS
BOARD OF DIRECTORS

SAFELY HOME: A SUMMARY OF YAP'S APPROACH TO KEEPING YOUTH IN THE COMMUNITY

This presentation will inform participants on YAP's national "Safely Home" campaign as well as how YAP works directly with youth and their families at home, in their community and out of compulsory care.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

CHRIS BARGE, THE COMMUNITY FOUNDATION'S SCHOOL
READINESS INITIATIVE
VERONICA SANGABRIEL, THE COMMUNITY
FOUNDATION SERVING BOULDER COUNTY
MARIA MERAZ, COMMUNITY VOLUNTEER

HOW TO BUILD A LATINO PARENT REVOLUTION IN YOUR COMMUNITY

Get inspired as this panel tells the story of how The Community Foundation Serving Boulder County is building a Latino Parent Revolution through its new program, ELPASO - Engaged Latino Parents Advancing Student Outcomes. Hear from the parents at the heart of the revolution. We will discuss the key elements of this Latino parent movement, and how you can apply these elements in your community.



SALON: PRACTICE IT!

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

JEAN BUSHONG, CLIFTONLARSONALLEN, LLP
JEFF ROBERTS, CLIFTONLARSONALLEN LLP
ADAM PYZDROWSKI, CLIFTONLARSONALLEN LLP

COMMUNICATING FINANCIAL INFORMATION TO NONFINANCIAL PEOPLE

Your financial data tells an important story that is often misunderstood. Learn how to better communicate financial information by summarizing, providing benchmarks, and dashboards. Learn how to communicate the language of numbers in a way that your board will understand!

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

CORI STREETMAN, BAREFOOT PR
SARAH HOGAN, BAREFOOT PR

THE ART OF THE MEDIA PITCH

This is your chance to get feedback on your pitch ideas and "tips from the trade." This session will be capped at ten participants, allowing for group discussion and time for each person to receive feedback. Participants must come with at least the start of a story idea that may be built upon through the group discussion.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

MARY MCCLATCHEY, WORKSMART PARTNERS

ASSESSING YOUR PEOPLE'S NEEDS

Help design a pilot project by joining an exciting discussion and needs assessment of your nonprofit's unmet human capital management needs - human resources, management training, employee development, flexwork, employment law compliance - the people side of nonprofits.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

TIM SULLIVAN, MY TECH

EVERYONE'S IN IT AT A NONPROFIT

We all know the realities of IT in a nonprofit. Everyone pitches in to figure out IT problems as best we can; then we bring in an "expert" during an IT crisis. Bring your IT questions to this Salon before crisis strikes. Wondering what the heck the cloud means? Considering the differences between Google and Microsoft? Still using a Blackberry? Join this open and welcoming environment and share your questions and ideas.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

KARI KNUTSON, KNUTSON CONSULTING

WHAT'S EQ GOT TO DO WITH IT? USING EMOTIONAL INTELLIGENCE TO MAXIMIZE EVERYTHING!

In this fun and engaging session you will not only gain a better understanding of what EQ is, you will also learn practical ways to incorporate EQ into your work with different types of individuals and leave with valuable tools that you can utilize immediately.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

ROBIN ASHMORE, AMELIE COMPANY

GETTING FROM WHAT TO WHY: CREATING EMOTIONAL BONDS

An emotional connection links the heart of your target audience with the soul of your brand. Instead of telling the world WHAT you do, create that bond by expressing WHY you do it.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

SHELLEY FORD, MORGAN STANLEY

THREE TIPS FOR WOMEN TO IMPROVE OUR NEGOTIATING SKILLS

Women professionals often find negotiating a tricky skill. Often we come across either too aggressive or meek (statistically speaking). This presentation will help women immediately in their negotiating skills (with these 3 tips) which in turn will help them in managing their organizations (top down)/board, allow them more access to donors and will help younger women work their way up in the non profit world. It's a fun and interactive presentation that I am also presenting to many women's groups in Colorado.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

JEANNIE NIMS, COLORADO NONPROFIT ASSOCIATION

FINANCIAL MANAGEMENT COACHING

Join Colorado Nonprofit Association's very own CFO for this unique opportunity. Participants will be capped at 5 registrants and a little pre-work is needed to make this a success. With over 19 years in nonprofit financial management, 15 years of clean audits, and thousands of balance sheets under her belt, Jeannie Nims will review your financial statements before the Salon and offer suggestions for improvement, identify any potential red flags, and answer your questions. Get ready to take your finances to the next level.



SALON: PRACTICE IT!

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

ZACH HOCHSTADT, MISSION MINDED

HONING YOUR STORY

Your organization does many great things. If you share them all it can be overwhelming to your listener. Great nonprofits have one overarching narrative to share. But how do you find that story, and how do you ensure that everyone on your team knows how to share it? In this salon, hosted by Mission Minded Founding Partner Zach Hochstadt, we'll discuss ways to distill your story and strategies for making sure everyone on your team knows how to bring it to life.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

TERESA TRAXLER-DENSMORE, ALLOY NONPROFIT CONSULTING

NONPROFIT IMPROV 101

Improv isn't just for the comedy club! Learn and practice the basics to help you think on your feet, think innovatively about challenges, and change the way you see your nonprofit and the world.



SALON: PROFESSIONAL ROLES

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

LYDIA MCCOY, RAY OF HOPE CANCER FOUNDATION

NEW TO THE SECTOR

What is this crazy place called the nonprofit community? What are the rewards and challenges of mission-based work? What's the deal with boards? During this confidential and fun Salon, we will explore these questions and more. The conversations will be geared for those participants with less than one-year experience in the nonprofit community. Of course, we won't turn you away if

you made it to year two. C'mon in. Join us!

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

RENNY FAGAN, COLORADO NONPROFIT ASSOCIATION

BOARD CHAIR DISCUSSIONS

As the Board Chair, your role is to support and sustain the work of your organization, and provide governance leadership and strategic fundraising support while being a partner to the CEO and other board members. Join this board chair conversation, and bring your challenges, successes, and hopes about your term as board chair. Learn from your peers in a confidential setting.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

MELANIE BRAVO, BOYS & GIRLS CLUBS OF PUEBLO COUNTY

EXECUTIVE DIRECTOR DISCUSSIONS

Being an ED is a singular experience, and one that can be isolating at times. While you have the support of your board and staff, it's not effective to rely too heavily on either. Sometimes, we need time to connect with others in our shoes, leaders who understand the stress of board meetings, the challenges of management, and the thrilling joy of mission-based leadership. Join your peers in this confidential Salon to explore these topics and more. (Or the group may decide to explore the hotel and take a nap.)

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

ALAN SHERWOOD, SHERWOOD CONSULTING SERVICES

BUILDING YOUR NONPROFIT CAREER

Feeling underemployed? Searching for new opportunities? Alan Sherwood can help you find or create your dream job! Participants will share their questions, ideas, and tips for successful

careers in the nonprofit community, facilitated by an expert in this area.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

CINDY CHANG, REBOUND SOLUTIONS

LEADERSHIP: IT'S NOT A TITLE

If you're not the Executive Director, how do you know when and how to lead? Lesson number one: You don't need permission to lead. A reflection-focused session that challenges what leadership looks like.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

KRISTY JUDD, METRO VOLUNTEERS

BOARD MEMBER DISCUSSIONS

No one is born a fabulous board member. Governance is important and, at times, challenging work that takes practice and patience. Join this board members-only conversation, facilitated by Metro Volunteer's Executive Direction Kristy Judd. Bring your ideas, questions, and hopes about effective board governance. Learn from other board members from across state in a confidential setting.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

KATHIE KRAMER-RYAN, ARROYO FUNDRAISING
CINDY GRUBENHOFF, IN THE KNOW, LLC

SO YOU WANT TO BE A CONSULTANT? THINGS YOU NEED TO KNOW

You've been working for nonprofits for a while now, and you find yourself wondering what it would be like to "be your own boss." In this workshop, you will find out what works and what doesn't, as well as the pros and cons to starting your own business. If this is a path you're considering, you won't want to miss this opportunity!

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

LYDIA MCCOY, RAY OF HOPE CANCER FOUNDATION

NEW TO THE SECTOR

What is this crazy place called the nonprofit community? What are the rewards and challenges of mission-based work? What's the deal with boards? During this confidential and inspiring Salon, we will explore these questions and more. The conversations will be geared for those participants with less than one-year experience in the nonprofit community. Of course, we won't turn you away if you made it to year two. Join us!



ADMINISTRATION & HR

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

BETH STEINHORN, JFFIXLER GROUP
KRISTY JUDD, METRO VOLUNTEERS

SERVICE ENTERPRISE: INCREASE IMPACT THROUGH INTEGRATED VOLUNTEER ENGAGEMENT

Organizations which engage volunteers strategically and across all departments outperform those organizations that relegate volunteers to one program. Hear from local organizations who are working to become certified Service Enterprises, and leave with tools to begin shifting your organization towards a comprehensive engagement strategy so you, too, can achieve your mission more effectively and efficiently.



ADMINISTRATION & HR

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

EDWARD R. GRAY, GRAYMATTER SOLUTIONS FOR NONPROFITS

GOVERNING ETHICS. IS YOUR BOARD VIRTUOUS?

Organizations that know their values know their way forward. Values guide and ground mission and strategy. Learn how to examine key board actions in light values in ways that are strategic, sensitive, and sound.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

KARI KNUTSON, KNUTSON CONSULTING

DEALING WITH DIFFICULT PEOPLE

This practical, hands-on session addresses the dynamics that come into play when professional interactions are difficult. Participants will walk away with tips and strategies for improving communication, reducing conflict, and building stronger, more effective relationships.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

ANDREW W. VOLIN, SHERMAN & HOWARD L.L.C.
MARK TURNER, COLORADO NONPROFIT ASSOCIATION
PATRICK RYDER, HUB INTERNATIONAL

FEDERAL OVERTIME RULES - HOW WILL THEY AFFECT YOUR NONPROFIT?

Federal overtime rules for nonprofits can be confusing, but they are of critical importance to organizations' budgets, operations, and staff members. HUB International invites you to join this session in learning about how to comply with federal overtime rules and how to prepare for potentially major changes on the horizon.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

S. LORRIE RAY, MOUNTAIN STATES EMPLOYERS COUNCIL

NONPROFIT APPROACH TO THE NEW OVERTIME RULES

Do you have exempt employees? Changes are coming! Are you ready? This session will educate and provide tips to the nonprofit community concerning the new Department of Labor regulations impacting exemptions and overtime.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

NITA MOSBY-HENRY, CHILDREN'S COLORADO
CHRISTIE DONNER, COLORADO CRIMINAL JUSTICE REFORM COALITION
BECKY ALBERTI-POWELL, THE DENVER FOUNDATION
LADAWN SULLIVAN, THE DENVER FOUNDATION

EQUITY & HR: IDENTIFYING THE HIDDEN AND OVERT STRUGGLES

What does it look like when organizations utilize best practices of inclusive hiring? Learn to identify the hidden and overt struggles that applicants undergo in hiring processes.

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

KENT WILSON, LEADER2LEADER

MANAGING YOUR NONPROFIT WITH STRATEGIC KEY PERFORMANCE INDICATORS

Businesses manage to a single financial bottom line, but nonprofits manage to a triple or quadruple bottom line. This seminar will help you determine the best metrics and key performance indicators that will best reflect the impact and performance of your organization so that you can manage more strategically and communicate more effectively.



FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

RACHEL BRAND, BRAND COMMUNICATIONS, LLC
NICOLE FAUTEUX, PROPENSITY

THE PERFECT ONE-PAGER: A POLICY ADVOCACY TOOL

In this workshop we will discuss when, why and how to write a policy one-pager, and how to disseminate it for maximum impact. The session will include a hands-on exercise. Participants will leave with an outline and a blueprint they can use to complete their own one-pagers.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

CAROL HEDGES, COLORADO FISCAL INSTITUTE

CONFRONTING THE COLORADO CONUNDRUM: PUBLIC INVESTMENTS IN AN EXPANDING ECONOMY

Learn about Public Investments as you explore Colorado's unique fiscal policy environment and the options available for addressing them.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

MELANIE BARTLETT, M BARTLETT LAW, LLC

ADVOCACY, LOBBYING, AND PHILANTHROPY

Did you know that nonprofits can participate in advocacy? This session will provide legal training into the ins-and-outs of advocacy and lobbying as it relates to nonprofits, including an explanation of when advocacy becomes lobbying and how that impacts your organization's 990.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

LUCY SEDGWICK, THE PUBLIC INTEREST NETWORK
DANNY KATZ, COPIRG

TELLING YOUR STORY: INSPIRE AND MOTIVATE OTHERS TO JOIN YOUR CAUSE

How do nonprofits motivate volunteers and persuade people to agree with a position? They tell stories. In this session you will learn to tell a compelling, organized story to motivate and persuade others to join your cause.

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

ANDREW ROMANOFF, MENTAL HEALTH COLORADO
MOE KELLER, MENTAL HEALTH COLORADO

NOT JUST A BILL

If you've watched Schoolhouse Rock, you know how a bill becomes a law. But how does an idea become a bill? Learn how you can become a more effective advocate and shape Colorado's public policy.



COMMUNICATIONS & MARKETING

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

ELIZABETH BEACHY, UPLEAF

FIVE RULES FOR CRAFTING ONLINE MESSAGES THAT WORK

People read online content very differently than they read printed materials. A fantastic proposal writer can fall flat when writing website copy or trying to manage social media. Learn why, and how to avoid common pitfalls. This session will review what studies show about how people interact with online content, and present five essential rules for crafting effective online messages.

23

24th Annual Fall Conference: The 20,000



COMMUNICATIONS & MARKETING

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

ZACH HOCHSTADT, MISSION MINDED

COUNTDOWN TO LAUNCH: HOW TO MAKE SURE YOUR REBRANDING HAS IMPACT

Join Mission Minded Founding Partner Zach Hochstadt as he provides a real world walk through a successful rebranding effort. You'll get hands on experience crafting your organization's messaging, learn how to train your staff, and know how to create your own week-by-week plan for taking your brand from concept to launch.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

TONY SHAWCROSS, OPEN MEDIA FOUNDATION

FACEBOOK MARKETING FOR NONPROFITS

In this workshop, nonprofits and individuals will get advice on how to use advanced features of Facebook to maximize their marketing. The class will feature hands-on exercises where participants can follow along with their own Facebook account and revolutionize the way they communicate with their donors, volunteers and clients.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

VICTORIA O'MALLEY, UNIVERSITY OF DENVER,
UNIVERSITY COLLEGE

ONCE UPON A BRAND

How do you tell your brand-story and get your stakeholders on board with the message? Build it together! In this session, we'll explore shaping and communicating a cohesive and creative brand message.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

DANIELLE WATKINS, ZENITH PERFORMANCE SOLUTIONS

BEYOND BULLET POINTS: USE GRAPHICS TO INCREASE RETENTION

Want your audience to remember your content? Then, you must engage them with graphics that help them retain your message. Bulleted lists on a screen is not memorable content. In this session, we will take a variety of boring content and transform it into dynamic graphics using one tool you probably already have access to... PowerPoint. No graphics expertise required.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

LYDIA HOOPER, FOUNTAIN VISUAL COMMUNICATIONS
ANNETTE SHTIVELBAND, RESEARCH EVALUATION
CONSULTING

THE ART AND SCIENCE OF DATA VISUALIZATION

Want to learn data visualization best practices? Have data but not sure how to show it? Join evaluator Dr. Annette Shrivelband and designer Lydia Hooper as they review case studies and facilitate hands-on activities.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

DANA OSTOMEL, DEPOSIT A GIFT

CROWDFUNDING FOR SPECIAL EVENTS

Traditional benefits still play a big role in the fundraising initiatives for many nonprofits. Yet by their very nature, traditional events can be limiting in terms of who can attend or who you choose to market them to. Crowdfunding gives you the ability to "open up the virtual doors" on your events to change the narrative on how you market them, allowing you to reach more people and raise more money. Learn more about Crowdfunding and how it can help you raise more money to support your mission.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

ROB HARTER, CHRISTIAN CENTER PARK CITY

HOW TO ELEVATE YOUR ORGANIZATION'S BRAND BY TELLING YOUR STORY BETTER

Elevating your brand. In today's world of instant communication and information saturation, how can you ensure the message of your organization is getting through? In this seminar, you learn how to determine what your brand should be and how to elevate it through telling your story effectively. You will walk away with concrete ideas of how to utilize Social Media, video and your website to establish your brand.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

KRISTIN SUKRAW, RELIANT STUDIOS
MIKE SUKRAW, RELIANT STUDIOS

VIDEO STORYTELLING: WHAT REALLY MATTERS

In this session, you will learn how to tell a moving story through video using a story arc and Aristotle's Rhetorical Triangle. We will help you find your best stories that really matter and will make a good video story. You will leave with tangible tools to help you draw out your story on camera using journalism and psychology techniques.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

CORI STREETMAN, BAREFOOT PR
SARAH HOGAN, BAREFOOT PR

EFFECTIVE MEDIA RELATIONS - TELLING THE RIGHT STORY

Join us and a panel of local media representatives to learn how to get noticed and expand your reach with media coverage, navigate the local media landscape, identify your target audience and message, and benefit from paid and earned media. Start applying what you've learned right away!

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

SUSAN GREENE, THE COLORADO INDEPENDENT

HOW TO PITCH A STORY TO THE NEWS MEDIA (HINT: NOT WITH PRESS RELEASES)

Do you think press releases are the best way to pitch your story? Think again. Learn how to work with the news media so your issues get better coverage -- and more impact.

EVALUATION & PLANNING

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

SAMANTHA LEVINE, THE BRIDGESPAN GROUP

THE NONPROFIT STARVATION CYCLE

The Nonprofit Starvation Cycle dangerously undermines nonprofits' ability to deliver on their missions. The cycle starts with funders' unrealistic expectations about how much running a nonprofit costs and results in nonprofits' misrepresenting costs while skimping on vital functions. Overhead and its role in enabling (or, in the view of some, limiting) social impact has gotten much attention recently. Bridgespan will help make sense of recent developments -- both good and bad -- and suggest ways of turning a vicious cycle into a virtuous one.



EVALUATION & PLANNING

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

NICOLAS GANIVET, CIVIDESK

WHAT IS A CRM? WHAT CAN IT DO FOR YOUR ORGANIZATION?

Is Excel unable to support your mission anymore? Do you have constituents information recorded in different databases? It's time to implement a CRM. A CRM centralizes, organizes and makes accessible all information related to your constituents. Nurture long term relationships with your supporters by learning about the benefits of a CRM for your nonprofit, and learn how to make a case for implementing a CRM to your Board.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

DIDI FAHEY, QREM
BRIAN FAHEY

DATA TRACKING AND GAP MAP ANALYSES

To be useful, program data should be collected with a clear purpose and tracked so that all staff can easily access the data. Plotting existing data through a Data Gap Analyses will enable leadership to determine what, if any, new data or research are needed to describe programming and develop a research bank for grants. Attendees will also build a Data Tracking Map to show how data are collected, stored, and used. When used together, attendees will learn how to identify missing data points and target the best method to collect that data. This is a skill-building session and does not promote any software. The only tools attendees will need are paper, pencil and a basic knowledge of Excel and Word.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

ANNETTE SHTIVELBAND, RESEARCH EVALUATION CONSULTING, LLC

DATA TRACKING AND MONITORING

Does your organization have outcomes you need to measure, but don't know how to get started? Do you need to demonstrate the impact you are making? This interactive lecture will provide your organization with tools and techniques to measure your outcomes and develop systems to track and monitor your data.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

ELENA HARMAN, VANTAGE EVALUATION

CRAFTING KEY EVALUATION QUESTIONS

Key evaluation questions guide all evaluation activities and frame any evaluation reporting. In this interactive session, you will learn and practice how to identify topics for key evaluation questions and insider tips on question wording.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

NEENA JAIN, emBOLDen ALLIANCES
EMILY LAWRENCE, emBOLDen ALLIANCES

IMPACT, M&E, AND MAPPING: DIAGNOSING OBSTACLES AND PRESCRIPTIONS FOR CHANGE

Stuck in reporting and Monitoring & Evaluation? Reporting on the same output measures year after year? In an informal, welcoming session, we share what measuring impact means, how mapping and visualization can be integrated into your operations and programming, and how to get there. We diagnose the obstacles and explore prescriptions for meaningful, durable change.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

RACHEL B. COHEN, AGING-DYNAMICS

ENDING THE TYRANNY OF STRATEGIC PLANNING

Do you dread doing one more SWOT analysis? Learn a dynamic engaging strategy development method linking long term vision, environmental context and goals to develop a realistic roadmap with broad staff and Board ownership.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

RICHARD SOLOSKY, QUESTUS STRATEGIES
AMANDA WALLANDER ROBERTS

LOGIC MODELS: UTILIZING TOOLS FOR PROGRAM DEVELOPMENT

Logic models are tools that can help develop your programming as your organization grows and changes. This workshop will help you understand how to use a logic model for program development, whether you are just starting out or are a well-established organization.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

KATE KALSTEIN, KATE KALSTEIN CONSULTING

FIVE WAYS TO BRING YOUR STRATEGIC PLAN TO LIFE

Think about your latest strategic plan. Did you truly bring the plan to life or is it sitting on a shelf? Come join this engaging discussion to learn five key ways to embed your strategic priorities within your organizations and discover some great tools for success!

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

ANNETTE SHTIVELBAND, RESEARCH EVALUATION CONSULTING, LLC

HOW TO COLLECT QUALITY DATA

Do you need to learn how to collect quality data for your organization? Do you need to know when to use a focus group or create a survey? This lecture will provide you with some strategies to collect quality data, ensure data integrity, and determine which data collection methods to utilize.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

ANASTASIA DARWISH, AMERICAN TRANSPLANT FOUNDATION

MISSION IMPOSSIBLE - HAVE \$5,000 TO SPEND. NEED A MIRACLE DATABASE.

As the American Transplant Foundation grew rapidly, it needed a way to scale operations and manage new programs without investing vital dollars in expensive software solutions. This session will share valuable lessons learned on the road to success, and provide ideas and strategies for creating one-in-all database for nonprofits of all sizes.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

ELENA HARMAN, VANTAGE EVALUATION

SURVEY DESIGN

Surveys have become omnipresent in nonprofit evaluation. Come learn how to write better surveys, generate more informative responses, and get more bang for your evaluation buck!

EVALUATION & PLANNING

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

JOSEPH PULICHENE, M3 CONSULTING

EVOLUTION OR REVOLUTION? INNOVATIVE TOTAL REWARD DESIGN

We often build Total Reward (compensation, benefits and recognition) programs assuming we know what recipients need. This session provides perspectives and concepts challenging traditional thought and demonstrates novel strategies to attract, retain and engage employees.

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

MARK L. HOLDT, MOUNTAIN SAGE CONSULTING

STRATEGIC ENLIGHTENMENT FOR A BRIGHTER FUTURE

How bright is the future of your organization? Does your vision fuel motivation and ignite passion? Finding strategic enlightenment is essential for your board and staff leadership. Learn how to establish a culture of strategy.

FINANCE

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

SHELLEY FORD, MORGAN STANLEY

SOCIALLY RESPONSIBLE INVESTING: WHAT IS IT AND HOW CAN IT GROW YOUR ORGANIZATION?

Non Profits are in the world of being socially responsible. However, social investors are now topping \$2 trillion in 2016. More high net worth

investors are interested in this movement. This presentation talks about how non profits can tap into this high net worth investor arena by marketing with white label donor advised funds. While more of a lecture, I do work to incorporate the audience by thinking strategically about their organizations and together we discuss ways in which to tackle donor exhaustion

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

ANGIE CALLEN, RED BRICK CENTER FOR THE ARTS AND MODUS CONSULTING GROUP

NONPROFIT IS A TAX STATUS, NOT A BUSINESS MODEL

Looking at your nonprofit through an entrepreneurial lens can bring a new perspective: shift your thinking, change the trajectory! In this hands-on workshop, we will discuss the strategies and action items you can introduce to shift your organization's culture into a business driven mindset that yields visibility, programmatic and financial growth, and sustainability.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

DOUG CASH, EIDE BAILLY

INTERNAL CONTROL DISCUSSION

Fraud can cost your organization. Wondering why fraud occurs in organizations and what the true costs are? Discuss what an internal control examination is and their value to your organization. Explore the different levels of examination available so that your organization can continue working on its mission.

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

LYNDA RICKETSON, COMMUNITY FIRST FOUNDATION
VICKIE WILSON, COMMUNITY FIRST FOUNDATION

ENDOWMENT BUILDING

Learn from the CFO and Director of Development at Jefferson Center for Mental Health about how they partnered with Community First Foundation to build an endowment fund. This session will help you understand why endowment-building should be a key part of every nonprofit's development strategy and how Jefferson Center's endowment is sustaining current operations and preparing the organization to meet future demands.

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

KAREN ASHMORE, ASHMORE DUVAL CONSULTING

HOW TO DEVELOP A DIVERSIFIED FUNDRAISING PLAN

Learn the basics and follow a quick and easy case study with a hypothetical nonprofit organization. Receive a blank template you can use to set up a diversified fundraising plan for your nonprofit organization.

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

SARA B. AMBERG

TEAM GRANT WRITING: MULTIPLE VOICES FOR ONE APPLICATION

The biggest mistake a grant writer can make is not in the application itself. It is in winning the award that the program staff know nothing about. This session will focus on the key elements to incorporating all the voices of the organization are involved in the grant in an inclusive way that still gets the job done.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

BRUCE ERLEY, CREATIVE STRATEGIES GROUP

A FRESH APPROACH TO SPONSORSHIP

So you've got the responsibility of finding sponsors for your next conference or event? Where do you get started? This informative, yet entertaining seminar provides an eye-opening overview of just what sponsorship is, the motivation as to why companies want to sponsor events, and what are some myths and mistakes regarding the selling of sponsorships. Attendees will also receive a basic overview of how to create sponsor packages and market their conference to potential sponsors.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

ROSIE SIEMER, FIVESEED MEMBERSHIP CONSULTANTS

MEMBERSHIP, GIVING, AND LOYALTY: THE POWER OF ENGAGEMENT

Nonprofits are challenged with identifying audiences. Finding ways to start a conversation, collect contact/behavioral information, and encourage giving is critical. This session will explore trends and best practices in data capture, engagement, and personalization.



FUND DEVELOPMENT

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THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

LEAH WEINER, NONPROFIT LEARNING LAB

NUTS AND BOLTS OF PLANNED GIVING: BUILDING YOUR PLANNED GIVING PROGRAM

Over the next several years, a significant transfer of wealth will pass on to charities through planned gifts. Your organization needs to be prepared! This workshop will provide an overview of how to integrate planned giving into your fundraising plan, steps to market planned giving, how to identify planned giving prospects, and how to approach a donor for a planned gift.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

DANI ESPINOSA, AUCTION FUNDRAISING ACADEMY

DOES YOUR SILENT AUCTION LOOK LIKE A GARAGE SALE? SILENT AUCTION INSIDER TIPS AND TRICKS

Silent auctions allow many to participate in fundraising and can be a really fun experience for your guests! To have a wildly successful silent auction, you need to have a great strategy in place. Learn how to create your silent auction strategy and put it into action immediately.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

VICKI DANSKY, ROSE COMMUNITY FOUNDATION

MISSION SUSTAINABILITY THROUGH PLANNED GIFTS AND ENDOWMENT FUNDS

Do you have an "estate plan" for your organization? In this session, you will learn that

integrating planned giving and endowment building into your development plan is the best way to ensure that your mission will continue into the future.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

BRIAN L. BROWN, NARRATOR

LIES, DAMNED LIES, AND STATISTICS: THE TRUTH ABOUT FUNDRAISING IN THE NEXT GENERATION

What does it actually look like to successfully develop today's younger donors without abandoning the techniques that got you your current donor base? Explore what's actually working for real organizations.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

REBECCA GORRELL, COMMUNITY RESOURCE CENTER

MATCH GAME: FINDING THE RIGHT FUNDER

Research is the first step for success in grant-writing. Participants will learn the steps necessary to develop an organized, focused approach to research and how to optimize their search efforts, using the Colorado Grants Guide.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

FLOSSIE O'LEARY, YOUTH ADVOCATE PROGRAMS, INC.

EXPANDING REVENUE: FUELING IMPACT AND ORGANIZATIONS

Transformational gifts and grants are rooted in meaningful relationships. Deepening and mastering your donor-centric approach not only results in increased funding, it can inspire donors to direct more of their affluence to altruism.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

LINDA AKEY, CANDORI

READY. SET. PLAN YOUR GRANTS: CREATE A GRANT TEMPLATE AND A STRATEGIC GRANT PLAN

Grant Planning begins with your organization's passion, mission and vision. You are the best to promote your organization and create the necessary high level donors relationships to raise money for your organization. A LIVING Grant Template and Strategic Grant Plan gives you the tools to act quickly and with purpose to pursue all forms of grant funding.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

MATT WASSERMAN, COMMUNITY FUNDED ENTERPRISES
RYAN STOVER, CO-FOUNDER COMMUNITY FUNDED

CROWDFUNDING: PANDORA'S BOX OR A BETTER WAY TO BUILD A COMMUNITY OF SUPPORTERS?

Discover how to run a successful crowdfunding campaign including: preparing, launching, maintaining, and follow through. This session will give you a comprehensive overview of crowdfunding, while at the same time provide you a glimpse into crafting an online storytelling platform creating a long term fundraising and marketing strategy for your organization.

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

REGGIE RIVERS, AUCTION FUNDRAISING ACADEMY

AUCTION STRATEGIES THAT REALLY WORK: ARE YOUR FUNDRAISING EFFORTS LEAVING MONEY ON THE TABLE?

Join former Denver Bronco turned Auctioneer Reggie Rivers to learn some strategies you can use to engage your audience and turn your live

auction and paddle raiser into a raging success. Reggie will be sharing new tips for this year!

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

LEAH RAUSCH, COMMUNITY RESOURCE CENTER

SUCCESSFUL GRANT WRITING

Learn best practices for successful grantwriting and the essential elements of a grant proposal through an exploration of the Colorado Common Grant Application.



GOVERNANCE

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

LEAH WEINER, NONPROFIT LEARNING LAB

BUILDING AN EFFECTIVE BOARD OF DIRECTORS: RAISING FUNDS AND THINKING STRATEGICALLY

Imagine what your nonprofit could accomplish if all your board members were 100% committed to the fundraising and strategic planning of the organization. Board members need guidance and strict roles and responsibilities to ensure that they are effective members of the organization. This workshop will focus on how to create an effective board culture, recruit community leaders for an organizational needs rather than seat fillers, and develop a process for effective management of a board to ensure that everyone is actively involved.



GOVERNANCE

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THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

KIMBERLY SHERWOOD, THIRD SECTOR GROUP

NONPROFIT BOARD AS STRATEGIC ASSET

What if your organization's board was an unstoppable force for the mission? In this workshop, you will learn tips, techniques, and wisdom from the trenches to help elevate your organization's board into a strategic asset. Participants will be introduced to a powerful meeting format that puts strategy at the heart of board conversations, as well as a performance template that defines board performance in nine key areas.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

DEBORAH DALE-BRACKNEY, MOUNTAIN STATES EMPLOYEERS COUNCIL

FROM BEGINNING TO END: STEPS FOR A SUCCESSFUL LEADERSHIP TRANSITION

The recession slowed down the expected nonprofit leader exodus. Now, many organizations are anticipating leadership changes. This session will give you three succession planning methods, two recruiting approaches, and five essential steps for a successful leadership transition.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

ANNE BYRNE, THE BLUE BENCH

BUILDING STRATEGIC AND VISIONARY BOARDS OF DIRECTORS

The purpose of a Board of Director's is to define, maintain, clarify and enhance the organization's vision and mission. The process of building

and sustaining a compelling vision demands strategic leadership, yet many Boards lack the tools to develop and exercise these leadership skills. This workshop will explore approaches to build shared leadership. Participants will learn how to pose powerful questions, utilize collaborative inquiry and develop leaders.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

MARC LEE, AFFINITY FUNDRAISING REGISTRATION

IT'S NOT JUST A COLORADO LAW! MULTI-STATE FUNDRAISING REGISTRATION & RISK ASSESSMENT

You've registered for Colorado Gives Day, but if you have out-of-state donors you're not done. This crash course and workshop reviews fundraising registration basics, strategy, and tools to come into compliance completely, affordably, and manageably.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

MARK L. HOLDT, MOUNTAIN SAGE CONSULTING

USER-FRIENDLY FINANCIALS

Most board members "check out" when financial information is shared. Learn how to make your financials understandable and useful to your board and leadership staff. Sharing less information in the right format is the key!

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

ASHLEY N. KASPRZAK, MCKEE MEDICAL CENTER FOUNDATION

AVOID STAGNATION: NO ONE WANTS TO BE IN A MUCKY POND

Stagnation can occur quickly. Leadership changes, funding fluctuations and staff turnover can cause an organization to get stuck. Through planning, goal setting and focus it is possible to move forward even during storms.

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

KATE KALSTEIN, KATE KALSTEIN CONSULTING**GOVERNANCE CHECK-UP!**

Whether you have a well designed board orientation, handbook and support structure or are just beginning to create one, come join us for this engaging conversation about how to meaningfully incorporate best practice to reflect your strategic priorities and goals. Checklists, samples and tools will be provided.

**INFORMATION & TECHNOLOGY****THURSDAY OCTOBER 20 | 9:45A-11:15A**

PRESENTED BY

KAREN DERRICK-DAVIS, COMMUNITY HACKING**KANBAN BOARDS:
VISUALIZING YOUR WORK
AND MANAGING YOUR
WORKFLOW**

Kanban boards are an excellent tool for visualizing and managing your work or the work of your team. Boards can be on a wall or on your computer. The functionality of free, online versions make team work much more manageable. Come learn how to use a kanban board and leave the workshop with your board populated with a task list. Bring your own laptop to get more out of this session!

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

TIM SULLIVAN, MY TECH**RIGHT-SIZE IT SECURITY FOR
YOUR ORGANIZATION**

IT security is important for every organization, but there is no one size fits all. We will discuss common security threats and how to make smart decisions about your IT security balancing costs, risks, and compliance issues.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

PEGGY DUVETTE, NETSUITE**HOW TO LEVERAGE FREE
TECHNOLOGY TO FURTHER
YOUR MISSION**

Technology has the power to accelerate your work to meet your mission. Even better when that technology is free. Too often, though, nonprofits spend too much time jumping on free technology offerings and not enough time figuring out their technology needs. In this session, we will talk about how to prepare to truly leverage free technology. Instead of seeing the process of choosing technology as a scary process, this session will empower you to choose the right tools for your organization.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

JEAN BUSHONG, CLIFTONLARSONALLEN, LLP
JEFF ROBERTS, CLIFTONLARSONALLEN LLP
ADAM PYZDROWSKI, CLIFTONLARSONALLEN LLP

**DEVELOPING AND
IMPLEMENTING RESERVES**

Many leaders question how much they should maintain in reserves and face constant pressure to deliver more program services with less. Come learn the purposes of reserves, common misconceptions, and how to champion the proper reserve level for your organization.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

REBEL SAFFOLD III, LEBERTECH TECHNOLOGY SERVICES**LET'S BUILD FIVE REPORTS THAT
WILL CHANGE HOW YOUR
ORGANIZATION OPERATES**

This will be a full hands-on training on how to build five reports using The Raiser's Edge that will change how your organization makes decisions.



INFORMATION & TECHNOLOGY

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

TIM SULLIVAN, MY TECH

CLOUD SERVICES FOR NONPROFITS

There are lots of cloud services available to nonprofit organizations for free or at a discount. We will discuss the pros and cons of cloud services and reveal some of the hidden costs you may not expect.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

MATT KENNEY, RSM US, LLP

BEYOND QUICKBOOKS: CHOOSING YOUR NEXT BUSINESS SYSTEM

QuickBooks is an excellent solution for small to medium-sized organizations. However, difficulties could arise as you grow. Enterprise resource planning (ERP) solutions represent the next step for organizations that need a more comprehensive platform.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

ELIZABETH BEACHY, UPLEAF

HOW TO FIND THE RIGHT PLATFORMS FOR YOUR ORGANIZATION

As a nonprofit your online infrastructure is critical to engaging supporters, tracking and cultivating relationships with donors, and getting your message out to the right people. But with thousands of different platforms out there, how do you choose the right ones for your org? By the end of the presentation you will have a good sense of what key platforms

can and cannot do, and which are most strategic for your particular organization.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

MARCI WHITMAN, BOOMERANG MARKETING

SEVEN WAYS TO PROTECT YOUR WORDPRESS SITE FROM SECURITY HACKS

WordPress websites make it is easy for nonprofit organizations to have an online presence. Along with that comes security risks. Is your website safe from security hacks? Find out in this workshop covering seven ways to protect your website. Ideal for non-tech participants, as you will walk away with an overview of WordPress security, questions to ask your web developer, and step-by-step instructions if your developer happens to be yourself!

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

KAREN DERRICK-DAVIS, COMMUNITY HACKING

INTRODUCTION TO AGILE PROJECT MANAGEMENT

Have you heard of Agile? Come learn how Agile Project Management can help your organization work better and smarter. You will leave this workshop understanding Kanban boards, sprints, retrospectives, team communication platforms, and the value of shared document repositories. All of this while having fun! Bring your own laptop to get more out of this session!



THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

ROBIN DOSS, DOSSPERFORMANCE

EMPOWER YOUR TEAM TO PRODUCE RESULTS!

Everyone knows it is important for your organization to set goals. But do you know how to lead your organization through? Discover what leaders can do before and after goal setting to learn from the past, adjust behaviors and approaches, encourage teamwork, and create a fun and inspiring accountability system that works!

THURSDAY OCTOBER 20 | 9:45A-11:15A

PRESENTED BY

CARYN CAPRICCIOSO, INTERSECTOR PARTNERS, L3C
BENJAMIN WEEDA, MPOWERED

GOT VALUES? HOT TO CREATE CORE VALUES, FIND PURPOSE, AND WEAVE IT INTO YOUR WORK

Utilizing mPowered as a local case study, we'll uncover and demystify the process of creating and incorporating core values into your nonprofit. Participants leave with a useful framework to engage meaningfully in this crucial process.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

GURUDEV KHALSA, BEYONDPROFIT LEADERSHIP LLC
JOHN AFFLECK, BEYONDPROFIT LEADERSHIP LLC

ENGAGING YOUR NONPROFIT'S COLLECTIVE INTELLIGENCE

How do you leverage the diverse talents, backgrounds, ages, and intelligences of your organization to deliver optimal value for your clients and make work meaningful and rewarding for your staff? We'll show you, and practice!

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

MARY J. SCHULTZ, NATIONAL ENDOWMENT FOR FINANCIAL EDUCATION

HOW YOU CAN AFFORD TO WORK FOR A NONPROFIT

People choose to work for nonprofit organizations in spite of the pay, not because of it. Nonetheless you need to pay your bills, including your student loans. We can show you how.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

AMY BRADY, STAND UP, LLC

COACHING SKILLS FOR VOLUNTEER MANAGERS

Coaching is used to inspire and empower people and organizations. When volunteer managers utilize coaching skills, they maximize their team's potential. Participants will learn and practice several skills that can be put into use immediately.

THURSDAY OCTOBER 20 | 3:00P-4:30P

PRESENTED BY

CHAD GENTRY, MPOWERED

CREATE GREAT CREDIT - GET WHAT YOU WANT, WHEN YOU WANT IT!

Get best practice tips for dealing with debt and credit and learn what pitfalls to avoid. During this session, you will hear from a leading expert about how credit reports work, the impact of credit in your lives, how to build/maintain a strong credit history, and get resources you can use and share immediately.

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24th Annual Fall Conference: The 20,000



LEADERSHIP

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FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

PEGGY DUVETTE, NETSUITE

SHAPING TOMORROW'S LEADERSHIP: FAILURES ARE SEXY!

All nonprofits deal with failure. Failure should not be seen as fatal to an organization, but instead, as a wonderful teaching tool to help us grow, develop, and improve. In this session, we'll talk about some of the ways organizations handle failure. You'll leave this session with an understanding of how to recognize failures when they have occurred, how to communicate them to your team and board, and how to move on and make sure they don't define your organization or stymie your ability to innovate and grow.

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

KENT WILSON, LEADER2LEADER

STEWARD LEADERSHIP IN THE NONPROFIT ORGANIZATION

A new distinctive model of nonprofit leadership is emerging called steward leadership which is focused around the role of a steward as one who manages the resources belonging to others. This presentation presents ground-breaking research into the role of a steward and applies it to nonprofit leadership and delineates how it differs from servant leadership.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

MICHELLE BARNES, INTERIM LEADERSHIP SOLUTIONS

EMBRACING ORGANIZATIONAL CHANGE!

Every nonprofit has to deal with change – sometimes in small doses and often in huge doses.

We'll discuss tactics that work for surviving, getting ahead of a transition, and having your organization come out stronger and more unified. Many organizations are thriving after coming through big transitions.... yours can too!

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

LEON CERNA, THE HR ADVANTAGE GROUP

ASPIRE, HIRE, FIRE

Shaping your organization culture is critical. This session will provide leaders with strategies for managing the challenges of workforce dynamics. Three takeaways of the event: uncover your spirit, techniques to uncover and retain talent and breaking-up is okay.

FRIDAY OCTOBER 21 | 1:45P-3:15P

PRESENTED BY

GITA CURNIFFE, BIG PURPOSE BIG IMPACT

GREAT LEADERSHIP WORKSHOP

Organizations need great leaders. Modern leadership is about having the skills to unlock the power and potential of those around you. It's about bringing people together to achieve great results. This leadership skills training course will give you all the tools and expert knowledge for professional and effective leadership while focusing on Power Dynamic within your organization.

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

CARLOS A. COLÓN, MPOWERED

MORE OPTIONS FOR PAYING STUDENT LOANS!?! DISCOVER REPAYE!

Still paying off your student loans? Feeling like your monthly payments will never end? Come learn about student loan repayment and forgiveness options for public service employees, including the new REPAYE income based repayment option.

FRIDAY OCTOBER 21 | 3:30P-5:00P

PRESENTED BY

MARY MCCLATCHEY, WORKSMART PARTNERS

WORK/LIFE BALANCE: EMPOWER AND ENGAGE YOUR TEAMS!

Learn how to use flexible work arrangements as a strategic management tool to energize and boost productivity at every level of your organization. You'll receive a toolkit and training on how to strengthen delegation & accountability skills while promoting a great workplace culture.

**STRATEGIC ALLIANCE****THURSDAY OCTOBER 20 | 9:45A-11:15A**

PRESENTED BY

STEVEN SHATTUCK, BLOOMERANG

THE ART AND SCIENCE OF RETAINING DIGITAL DONORS

Discover how to maximize the retention rates of your digital donors. In this session together we will examine the attributes of online donors and outline the retention strategies that work best for this slice of your donor database.

THURSDAY OCTOBER 20 | 1:15P-2:45P

PRESENTED BY

KALMAN SWEETWINE, UNIVERSITY OF COLORADO BOULDER

LEVERAGING SALESFORCE FOR DONATIONS, CONSTITUENTS, AND VOLUNTEER MANAGEMENT

Over 22,000 nonprofits use Salesforce worldwide. What is Salesforce and how can it benefit your nonprofit? During this in-depth session, learn how to manage your interactions with your constituents using modules designed exclusively for nonprofits and learn who can help you move to the Salesforce platform?

FRIDAY OCTOBER 21 | 9:15A-10:30A

PRESENTED BY

REBEL SAFFOLD III, LEBERTECH TECHNOLOGY SERVICES

THE RAISER'S EDGE: PLAIN AND SIMPLE HOW TO USE IT BEST

Raiser's Edge is a great tool, if you know how to use it. Looking for answers to the questions you have had on this amazing piece of software? Attending this session will give you the opportunity to get those questions answered by an experienced Raiser's Edge Power User.

FRIDAY OCTOBER 21 | 10:45A-12:15P

PRESENTED BY

SUSIE MOSS, DENVER MUSEUM OF NATURE & SCIENCE

THE ART & SCIENCE OF "FRIENDRAISING"

Are you missing fundraising opportunities that are right in front of you? Are you unclear at the best way to engage a new donor? Learn a few simple approaches that make all the difference!

FRIDAY OCTOBER 21 | 3:30P-5:00P

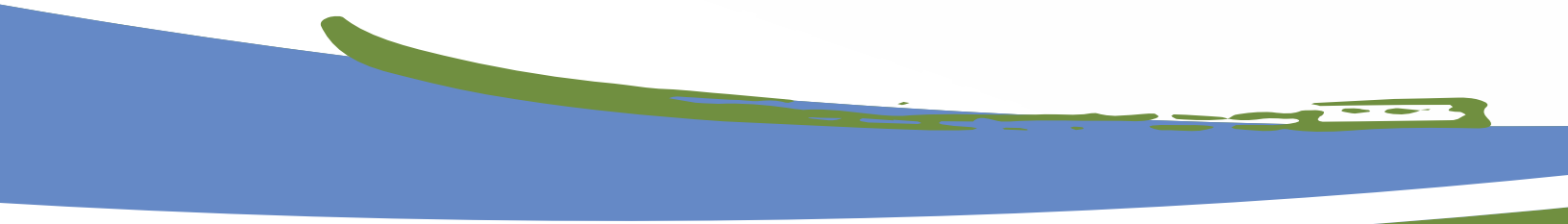
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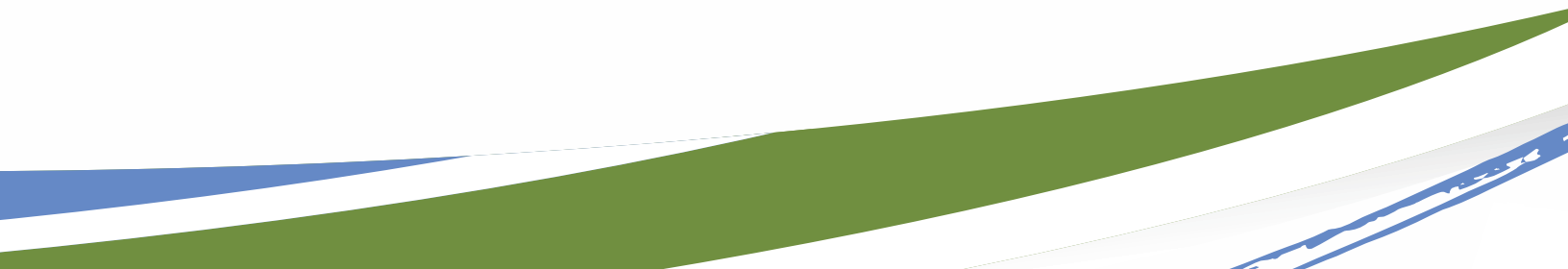
BRIAN L. BROWN, NARRATOR

COCKTAILS, CRAFT BEERS, AND CREATING COMMUNITY

The days of the nonprofit and the solitary check-writing donor are nearly over. But incredible things can happen when nonprofits embrace a new (and old!) role as connectors of people. Join us in this session to learn how to connect people to your organization.

Notes







Colorado
NONPROFIT
Association

789 SHERMAN ST / STE 240
DENVER CO 80203-3530

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