

28 February 2024

08:30 - 14:00

Masterclass: Fundraising Strategy for the real world

Masterclass: Supercharge with Artificial Intelligence (AI) – How to use AI to drive impact for you, your team and your organisation

Masterclass: Major Gifts – your ‘golden ticket’ to a career as a Major Gifts fundraiser

Masterclass: The Donor Decision Lab: designing your next campaign using decision science

Masterclass: From the Mind to the Heart: A masterclass for building belonging, empowering teams and decolonising fundraising

Masterclass: Fundraising excellence: The CEO/Leader’s guide to success

Masterclass: Maximising Supporter Experience

14:30

Exhibition opens

14:30 - 15:30

Sector Discussion Groups

15:30 - 16:00

Afternoon tea in exhibition

16:00 - 17:30

Opening Plenary Session

17:30 - 19:00

Welcome Reception

19:00 - 20:00

FIA Fellows & CFRE Function

29 February 2024

07:30 - 08:30

Networking breakfast

08:30 - 09:30

Donor retention insights from benchmarking high performers

Future ways of working
Giving Days: one hit wonders or here to stay?
Where passion meets purpose: The inspiring evolution of a gifts in Wills program
Rediscover your fundraising power (for systemic change)
The 5 Ps of pitching
The essential leadership tool to engage and empower your teams

09:40 - 10:40

Insights from 35,000 online Wills and the next steps in donor stewardship
Preparing to lead and drive fundraising
Making the Ask
How to engage respectfully with First Nations peoples
Back to the Future: When DM and digital acquisition worlds collide
How Cancer Council turned around the March Charge through optimisation and testing
Beyond the Buzz: Real world AI for Fundraisers

10:40 - 11:20

Morning tea in exhibition

11:20 - 12:50

A lifetime of memories and the relationship with gifts in Wills
Panel Discussion – Beyond the core skills: behaviour for future fundraising leadership
Panel Discussion – Overcoming the 6 fundraisers' dilemmas
Panel Discussion – Experiments in P2P Conversion: A collaboration between AI experts Dataro and the Australian nonprofit sector
Building a fundraising strategy

11:20 - 12:00

Delivering a targeted and integrated appeal within an ethical communication strategy. Behind the scenes with an FIA Awards finalist
Unlocking Asia's cross-borders giving potential

12:10 - 12:50

How to get sh*t done – and done better – when everyone is under pressure
Helping small charities achieve big things

12:50 - 14:00

Lunch in exhibition

13:00 - 13:45

FIA Annual General Meeting

14:00 - 15:20

Plenary – Predictably Irrational: helping supporters choose

16:00 - 17:00

Understanding more about securing BIG Gifts in Wills

Panel Discussion – Where did I come from? How the sector can gain from diverse career pathways into fundraising leadership

Beyond Scandal: Decoding Crisis Management Communications in Non-Profits

The Sudsy Challenge Wash Up: Pivoting a P2P event for workplaces and schools

Future proofing your fundraising – exploring Gen Z and the power of giving in online spaces

Unpacking ancillary funds: a user's guide to leveraging ancillary funds for funding success

Global trends in DM acquisition

18:30 - 23:00

Fundraisers' Gala Awards Dinner

1 March 2024

07:30 - 08:30

Networking breakfast

08:30 - 09:15

Myth Smashers

09:25 - 10:25

Single donor view integrating offline and online to deliver best supporter journeys

Courting Corporates: How to keep the spark alive when objectives change

The recipe for PR success: How to work effectively with the media

How to put Gifts in Wills at the heart of every donor conversation

Galas are not dead! Key drivers for success of a global-first fundraising gala

Join fundraising leaders to talk differently about overhead

Building a process for innovation when your Board wants extraordinary growth

10:25 - 11:00

Morning tea in exhibition

11:00 - 12:00

Using fast data to drive quality in RG recruitment and reactivation

Reimagining trusts and foundations fundraising

Why being director of fundraising is the toughest gig in every organisation

Create your compelling internal case for support. A blueprint of your organisation and the foundation of your fundraising program

Where did all the gifts go?

Four futures for generosity
Mutts about events

12:10 - 13:10

From vision to reality: building a community fundraising program from the ground up
Impact reporting for renewal success in partnerships
Panel Discussion – Is your organisation as inclusive as you think?
Is it worth developing a bespoke gifts in Wills program?
Leading through fire. A story of organisational resilience from the war zone
What makes fundraisers tick? Understanding what motivates fundraisers at work and how you can retain and inspire the best
Panel Discussion – Mid Value Case Studies

13:10 - 14:20

Lunch in exhibition

14:20 - 15:20

Are You Making These Common Mistakes in Your RG Acquisition Campaign?
How Greenpeace doubled its major gifts, and how benchmarking helped
Childhood. Not Cancerhood. How Camp Quality doubled their Tax Appeal Income in 2023
Measuring the impact of your gifts in Wills campaigns and programs
I wish I'd thought of that
Transform by trust and make building your trust everyone's favourite job
When fundraising events help to heal hearts

15:30 - 16:30

Closing Plenary Session

16:30 - 17:30

Farewell Drinks