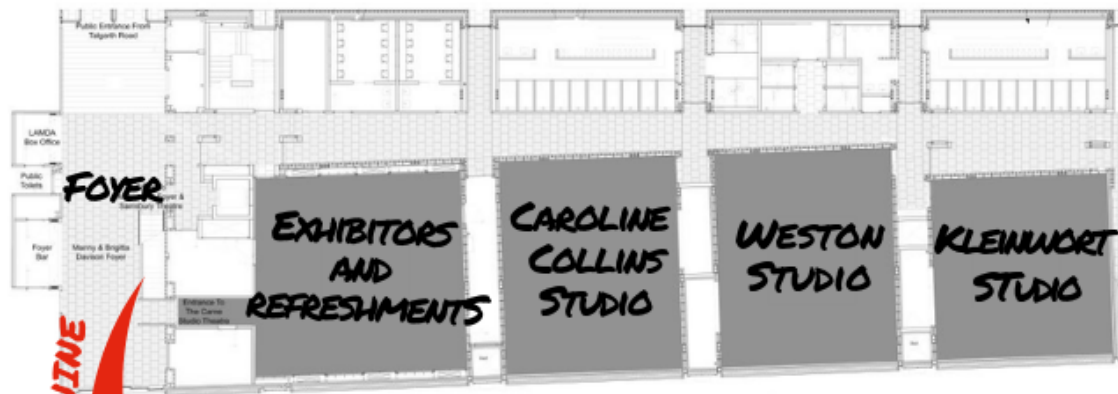


Learning From Other Sectors

CULTURAL SECTOR
NETWORK CONFERENCE
2019

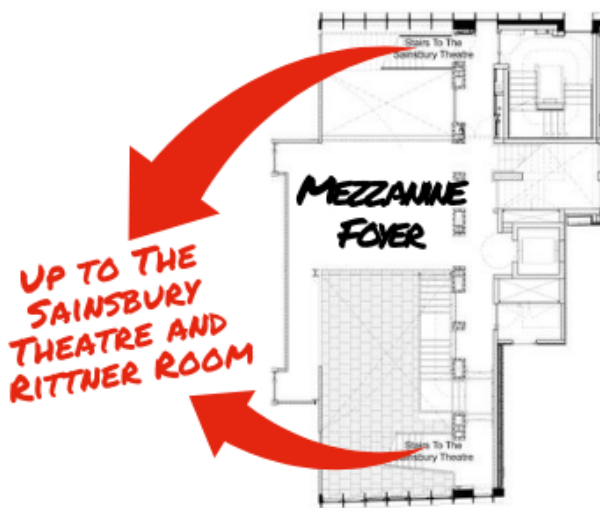
KEY:	PRACTICAL	PERSONAL	LANDSCAPE		
8.00am – 9.00am	Registration, Coffee and Networking Join us for coffee and visit our Exhibition in the Carne Studio (Ground Floor)				
9.00am – 10.00am	Opening Plenary: Values Versus Targets Equals Hope Madani Younis – <i>Creative Director, Southbank Centre</i> Sainsbury Theatre				
10.00am – 11.00am	How to...Measure the Impact & Social Value of Arts Projects Sainsbury Theatre	To Campaign or Not to Campaign – How Do You Know? Caroline Collins Studio (Ground Floor)	How to...Create a Fundraising-Friendly Culture <i>(For Director-level fundraisers)</i> Rittner Room (Second Floor)	Making the Move In To Management Weston Studio (Ground Floor)	Digital Changes Everything Kleinwort Studio (Ground Floor)
11.00am – 11.30am	Coffee and Networking Join us for coffee and visit our Exhibition in the Carne Studio (Ground Floor)				
11.30am – 12.30pm	How to...Meet Your First Major Donor Caroline Collins Studio (Ground Floor)	Re-inventing Your Membership by Thinking Outside-In Weston Studio (Ground Floor)	How to...Banish the Boring! Rittner Room (Second Floor)	How to Innovate with Confidence Kleinwort Studio (Ground Floor)	Major Philanthropy: Changing Patterns & Future Trends Sainsbury Theatre
12.30pm – 1.30pm	Lunch Join us for coffee and visit our Exhibition in the Carne Studio (Ground Floor)				
1.30pm – 2.20pm	How to...Build a Low-Level Giving Strategy That Works for Everyone Sainsbury Theatre	Demystifying Impact Measurement: What, How & Why Weston Studio (Ground Studio)	Stand Up to Stand Out <i>NB: Limited Availability</i> Mezzanine Foyer (Mezzanine)	Fundraising Resilience – 3 Ways to Increase It Kleinwort Studio (Ground Floor)	Corporate Fundraising Masterclass 1: The Corporate Landscape Caroline Collins Studio (Ground Floor)
2.20pm – 3.15pm	Corporate Masterclass 2: How to...Pitch to Corporate Sponsors Caroline Collins Studio (Ground Floor)	How to...Conduct Donor Research & Manage a Prospect Pipeline Sainsbury Theatre	Stand Up to Stand Out <i>NB: Limited Availability</i> Mezzanine Foyer (Mezzanine)	Increasing Your Resilience Without Losing Your Passion Kleinwort Studio (Ground Floor)	What Funders Really Want Weston Studio (Ground Floor)
3.15pm – 3.45pm	Coffee and Networking Join us for coffee and visit our Exhibition in the Carne Studio (Ground Floor)				
3.45pm – 4.45pm	What can the Development Profession Learn from the Commercial Sector Sainsbury Theatre	Board and Senior Volunteer Fundraising Caroline Collins Studio (Ground Floor)	I Wish I'd Thought of That...In This Sector! Kleinwort Studio (Ground Floor)	Fundraising Needs Nationwide: The RAISE Programme Weston Studio (Ground Floor)	
4.45pm – 5.30pm	Closing Plenary: Breaking Down Barriers Sainsbury Theatre				
5.30pm	Please join us for post-conference Drinks and Entertainment in the foyer				
You can find more details about all of today's sessions, including biographies for all of our speakers at www.iofculture.co.uk					

Ground Floor



TO MEZZANINE

Mezzanine Floor



**UP TO THE
SAINSBURY
THEATRE AND
RITTNER ROOM**

Second Floor

