



AFP Fundamentals of Fundraising

June 6 & 7, 2019

Location: BCIT Room 825, 555 Seymour (between Dunsmuir and Pender)

Day 1: Thursday, June 6

TIME		PRESENTER
7:30 – 8:00	Registration Opens	
8:00 – 8:15	Introductions of Volunteers and Attendees	
8:15 – 9:45	Module I: Overview of Fundraising	ROWENA VEYLAN, CFRE <i>Director, Partnership & Engagement MinervaBC</i>
9:45 – 10:00	BREAK	
10:00 – 12:00	Module II: Developing an Integrated Fundraising Program	VANESSA ABAYA, CFRE <i>Director of Major Gifts Oceanwise</i>
12:00 - 12:45	LUNCH	
12:45 – 2:45	Module III: Marketing for Ongoing Success	ALEX OXENHAM <i>Senior Director, Community Partnerships & Executive Director, Canucks for Kids Fund Canucks Sports & Entertainment</i>
2:45 – 3:00	BREAK	
3:00 – 5:00	Module IV: Building & Sustaining Relationships	DARYA SAWYCKY, CFRE <i>Associate Director, Gift & Estate Planning Development & Alumni Engagement University of British Columbia</i>



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Day 2: Friday, June 7

TIME		PRESENTER
7:30 – 8:00	Doors open	
8:00 – 10:00	Module V: Securing the Gift	SIOBHAN ASPINALL, CFRE <i>Director of Philanthropy Canuck Place Children’s Hospice</i>
10:00 – 10:15	BREAK	
10:15 – 11:45	Module VI: Volunteers – Partners in Fundraising	AMANDA SAYFY, CFRE <i>Director, Development Family Services of Greater Vancouver</i>
11:45 – 12:45	LUNCH	
12:45 – 2:45	Module VII: Management & Accountability	DAVID MARK, CFA, CFRE <i>Director, Donor & Information Services BC Children’s Hospital Foundation</i> CECILIA TUPPER, CFRE <i>Director, Major Gifts St. Paul’s Hospital Foundation</i>
2:45 – 3:00	BREAK	
3:00 – 4:45	Module VII: Continued	CECILIA TUPPER, CFRE <i>Director, Major Gifts St. Paul’s Hospital Foundation</i>
4:45 – 5:30	Course Wrap Up	Presentation of certificates