

Independent Schools Major Gifts Masterclass Schedule at a Glance

Day One	
Monday, June 22, 2020	
Time	Session Title and Description
9:30 am -10:00 am	Registration and Check-In
10:00 am -10:30 am	Welcome, Expectation Setting, Introductory Activity
10:30 pm - 12:00 pm	Session 1: Institutional Priorities, Case for Support, and Effective Portfolio Management 1
12:00 pm - 1:30 pm	Lunch and Keynote Speaker: David L. Unruh, Senior Vice President, Institutional Advancement at Drexel University
1:30 pm – 3:00 pm	Session 2: Preparing for, Securing, and Conducting Qualification Visits
3:00 pm - 3:30 pm	Networking Break
3:30 pm – 5:00 pm	Session 3: Strategic and Effective Cultivation
5:00 pm - 6:30 pm	Cocktails and Networking
6:30 PM	Dinner on your own or with new colleagues/friends!

Day Two	
Tuesday, June 23, 2020	
Time	Session Title and Description
7:30 am -8:30 am	Breakfast
8:30 am -9:00 am	Welcome Back Content of the Day Energizer
9:00 pm - 10:30 pm	Session 4: Soliciting, Negotiating, and Closing Gifts
10:30 pm - 11:00 pm	Morning Break
11:00 pm – 12:30 pm	Session 5: Term Funds and Planned Giving
12:30 pm - 1:30 pm	Lunch
1:30 pm – 2:30 pm	Session 6: Stewardship
2:30 pm - 2:45 pm	Closing and Next Steps