

**CGP Conference 2018—Breakout Schedule (8.21.18)**

<b>Thursday, October 18</b>						
8:30 – 9:30 Affinity Group Sessions						
Regular Track Sessions	Planned Gift Tech	Getting Oriented	Collaboration Lab	Management & Administration	Communications & Marketing	Summit
10:00 – 11:00 am	Don't Gamble Your Future: Best Practices for Endowments Phil Purcell	What a Great Hat! Is that a new gift planning hat? Lynn Ierardi	Gift Planners and Advisers: Partnering to Achieve Philanthropic Solutions Elizabeth Ayers and Jean Carter	Accepting Complex Gifts of Real Estate: A Builder's Guide Jonelle Beck Sheila Hard	Moving from Tactics to Strategy: Finding the Secret Sauce for Your Gift Planning Marketing Kathryn Miree	Here Come the Boomers Kristen Dugdale
11:30 am – 12:30 pm	Gifts of Copyrights, Trademarks and other Intellectual Property David Newman	Stewarding Donors with Dementia Jolene Hyppa Martin Robert Hofmann	Impact Investing: Friend or Foe of Fundraisers? Phil Cubeta	"Sorry, We Really Can't Accept Your Mouse Trap!" Candidly Exploring the Acceptance and Counting of Unique, Complex and Special Planned Gifts Philip Watson	Winning Hearts and Minds INSIDE Your Organization: Becoming Your Best Planned Giving Program Advocate Cathy Sheffield and Patrick Schmitt	The Real Demographics of Baby Boomers - A very special generation or just typical old people? Russell James
2:00 – 3:00 pm	Bitcoin and Beyond: Making Virtual Currency Less Virtual Bryan Clontz	A DAF's Beauty is in the Eye of the Donor Sindy Craig and Carlos Byrne	When Boomer Bosses Meet the Millennial Mindset Kelly Taylor and Bob Mueller	A Very Significant Donor Just Died. Now What?!?! Fred Weber	The 9 Keys To Cutting Through Planned Giving Message Confusion Barry Spencer	Make Your Charitable Estate Plan Great Again Christopher Hoyt

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3:30 – 5:00 pm Concurrent with Leadership Institute Roundtable	Accelerating the Remainder Gift: Two Case Studies Russell Willis	Effective Cultivation Techniques: The Ties That Bind Anne Melvin	How Major Gift Officers Become Planned Gift "Super Sleuths" Craig Smith and Dan Shephard	Stuck in the Middle with You: Donor, Planner, Business Officer Christopher Kelly and Melanie Norton	Donor Insights: Why Planned Gifts Remain Secret Katy Kotlarczyk and Gordon Trafton	Boomers & Gift Planning: Easy Rider or Apocalypse Now Jeff Comfort, Cynthia Krause, Scott Lumpkin
<b>Friday, October 19</b>	Planned Gift Tech	Getting Oriented	Collaboration Lab	Management & Administration	Communications & Marketing	Summit
8:30 – 9:30 am	<b>IGNITE! Plenary</b>					
10:00 – 11:00 am	Business Gifts that Make Sense (and Raise Dollars) Greg Baker	Zen and the Art of Fundraising: Key Pillars of Success Alex Brovey	Thousands or Millions? Fixing Mistakes that Diminish Gifts Pam Davidson and Winton Smith	Charitable Bequest Administration: A Panel Discussion Andrew Fussner, Beth Ridout, Stacy Sulman, Meika Slotsema	How To Conduct Successful Planned Giving Conversations with Donors and Their Professional Advisors Steven Schwartz	Tax Planning for the Rich and Famous Baby Boomers Joseph Toce, Jr.
11:30 am – 12:30 pm	Real World Lessons on Gift Substantiation Bill Knox	The Five Types of Blended Gifts – The What, Why and How of Closing Blended Gifts Lani Starkey	The Ethical Gift Planner: Avoiding Mistakes of Undue Influence Among an Aging Donor Base Marcia Inger Navrátil	Calming Troubled Waters: Eliminate Delays When Requesting IRA Death Proceeds Johni Hays	The Coming Gift Boom and The Art of Integrated Marketing Andrew Ragone	The Lost Cohort Ruth Fitzgibbons