

# Workshop Sessions

## **Breakout Session #1: 10:30 - 11:30 a.m.**

### **Bringing an Idea to Life: Collaboration and Communication are Key**

Presenters: T.J. Derwin, Native American Outreach Worker, MIDHHS; Rose Larson, Ogimaakwe (Leader), Sault Tribe and Adeline Derwin, Sophomore, Gwinn High School/Sault Tribe

#### **Room: Founders**

This workshop will highlight the collaborative efforts of the Sault Ste. Marie Tribe of Chippewa Indians, the Michigan Department of Health and Human Services and the local intertribal community to create a sustained and thriving cultural presence in Marquette County. Presenters will describe the initial phase of identifying a community need, the planning and logistical challenges of providing for the identified need and the continued benefits to the community. Presenters will show how effective communication, constant collaboration and continued community feedback has led to successful outcomes.

### **Strategies to Keep and Engage Donors & Volunteers**

Presenter: Valerie Davis, Founder and CEO, Philanthropy Focus

#### **Room: Peninsula 1**

Improving donor retention is essential for the long-term viability and success of nonprofits. Effectively engaging donors and volunteers is a crucial component to maintaining and growing revenues and ensuring sustainable support. Participants will gain valuable insights into proven strategies for retaining donors and volunteers, understanding the critical components necessary for deeper engagement and learning how to use technology to build lasting relationships. This session will emphasize why donor and volunteer retention should be prioritized and provide practical strategies that yield good results.

### **Make Everyday Creativity Your Superpower**

Presenter: Nicole Fende, The Numbers Whisperer®, Co-Founder Creatopia

#### **Room: Peninsula 2**

Unlock the creative potential within your nonprofit to tackle challenges, connect with stakeholders and boost fundraising efforts. Discover practical strategies to nurture and harness everyday creativity, empowering every team member to become a problem-solving powerhouse. Embrace the idea that everyone is creative and learn to exploit this superpower for organizational success

### **Giving Pulse Data Walk**

Presenter: Victoria Leonhardt, Senior Manager, GivingTuesday

#### **Room: Peninsula 5**

A data walk is an interactive exploration of data through guided discussion and analysis. Join us for a hands-on workshop as we delve into the insights of the GivingPulse Q2 Report and Field Guide. Through collaborative exploration, we will uncover trends, identify opportunities and gain a deeper understanding of donor perception going into the giving season. This workshop is targeted to those looking to enhance their data literacy and learn about data-informed fundraising tactics and strategies.

# Workshop Sessions

## **Breakout Session #2: 1:00 - 2:00 p.m.**

### **How to Build a Dynamic Team**

Presenter: Bill Brutto, Head Administrator, The Salvation Army

#### **Room: Founders**

One person cannot lead an organization on their own. With burnout rates for nonprofit leaders over 50 percent (Council of Nonprofits), there is great value in having a team that can help with the mission and goals of your organization. This workshop will give tips to create and lead a dynamic team for the future success of your organization.

### **Retirement - Turn Around, Look at You**

Presenter: Leslie Bek, Program Manager, Little Brothers - Friends of the Elderly Upper Michigan Chapter, Marquette

#### **Room: Peninsula 1**

Retirement may seem like something someone else does. You may have experienced the moving on of others in your career. Your time will come eventually. Take time to turn the mirror around and focus on yourself. This may be something you rarely do. Let's talk about it. Let's get comfortable with your personal retirement plan. Not so much the finances, rather the feel and refocus.

### **Boost and Build Your Confidence: Leave a Lasting Impression**

Presenter: Gina Glover, Speaker/Coach/Educator, Gina Connects

#### **Room: Peninsula 2**

Confidence, specifically self-confidence, is the state of feeling sure of your own skills and abilities. By another definition, self-confidence is "how you feel when you are being your best self." While there are certainly new, unknown or even surprise situations in our lives when our self-confidence is not where we want it to be, it is possible to build on it using specific strategies and techniques. In this session, we'll discuss the concept of a confidence spectrum, review strategies and exercises to boost and build your confidence, and discuss how posture, presentation, vocabulary and visualization all play a role.

### **Do's & Don'ts of DAFs (Donor Advised Funds)**

Presenter: Kevin Peterson, Philanthropic Advisor/Principal, Kalamazoo Community Foundation/Peterson Philanthropic

#### **Room: Peninsula 5**

Donor Advised Funds (DAFs) are growing in number, grants made and philanthropic influence. In this session, we will explore the impact that this giving tool is having on the field of philanthropy and how you can implement simple strategies to leverage them for your organization's mission.

# Workshop Sessions

## **Breakout Session #3: 2:30 - 3:30 p.m.**

### **Data Fiesta: Fun Ways to Scoop Insights**

Presenter: Liz Delaney, Founder and Principal Consultant, Delaney Data Empowerment

#### **Room: Founders**

Are you ready to transform your data collection into a fun and engaging adventure? If you're looking to dive deeper into understanding your community or the people you serve, we've got you covered! In this lively session, you'll discover exciting, hands-on methods like dot voting, sticky note feedback, photo storytelling and even drawing activities. It's all about making data collection enjoyable while getting valuable insights that will help you shape and supercharge your programming. Let's turn data gathering into a party and make your insights sparkle!

### **"How Can I Help?"—Tips and Tools for Working with Volunteers**

Presenter: Sean Rose, Senior Manager of Nonprofit Engagement, Catchafire

#### **Room: Peninsula 2**

Explore how professional volunteers can add valuable skills and capacity to your organization—all while taking work off your plate. Drawing from Catchafire's experience matching thousands of highly skilled professionals with nonprofits throughout Michigan (and around the world), we'll consider what kinds of work a volunteer can support you with (spoiler: lots!) as well as how to have the most success working with them. You'll gain tips and tools to get more impactful work from your volunteers, whether they are supporting you in-person or virtually, one-off or year-round. This workshop is open to all, whether you're a Catchafire superuser or have never heard of "skills-based volunteering" before.

### **Strategies for Successful Major Gift Fundraising**

Presenter: Carole Pence, President, Pence Consulting

#### **Room: Peninsula 5**

This session aims to demystify major gift fundraising. Explore traditional methods and integrate cutting-edge techniques leveraging social media, websites, telephone calls and AI to augment significant gift fundraising. Participants will grasp the importance of these modern tools in building relationships, conducting personalized outreach and crafting compelling content to engage donors effectively. Whether navigating the digital landscape or seeking to enhance your existing strategies, this hour promises to equip attendees with actionable insights to elevate their fundraising endeavors.