

Navigating Now and Beyond

2021 Winter E-Forum • January 28-29



SCHEDULE OF EVENTS

PT = Pacific Time MT = Mountain Time CT = Central Time ET = Eastern Time

Thursday January 28

9:00PT / 10:00MT / 11:00CT / 12 Noon ET

Welcome & Warm-up from Carole Rylander, Rylander Associates

9:15PT / 10:15MT / 11:15CT / 12:15 ET

Sponsor Spotlight #1

9:30PT / 10:30MT / 11:30CT / 12:30ET

Round Table #1:

Preselect your round table topics when you register!

Strategic Doing – Betty Johnson, CFRE, Betty Johnson & Associates, Moderator

Learn about “Strategic Doing,” an agile, collaborative, and fast planning process that uses loosely connected networks to implement ideas - no matter the complexity.

Surviving as a Consultant (Self Care) – Patti Ward, CFRE, Moderator

How can we not just survive, but thrive, in this long-drawn-out pandemic and beyond? Our discussion will focus on self-care tips for the nonprofit consultant.

How Are You Pitching Yourself? – Dayna M. Stock, Ph.D., The Rome Group, Moderator

Learn new ways to win clients over with a compelling and persuasive pitch.

Working with Subcontractors – Sheila Schwartz, CFRE, Dwyer Philanthropy & Michael Rubin, CFRE, Michael C. Rubin & Associates, Moderators

Have you considered hiring sub-contractors or have you hired sub-contractors and not gotten the results you needed? Come discuss the benefits and pitfalls of engaging sub-contractors and how to structure and manage the relationship to maximize success.

Virtual Meeting Tips – Dave Sternberg, CFRM, Loring, Sternberg & Associates, Moderator

Going from one meeting to another on Zoom, Teams or other platforms with that feeling you are melding into your monitor? I will share a few lessons learned to avoid becoming a Zoombie and want to hear yours, too!

Maximizing Your LinkedIn Presence – Emily Long, Carter, Moderator

Do you want to connect and learn with those in the same profession? Are you interested in finding out about new events, learning opportunities, and more? If so, this roundtable is for you! We will do just that & more! Here, you will learn how to maximize your LinkedIn presence to make the most of your network.

Coaching New Board Members – Lara Miller, Rose City Philanthropy

Let's discuss strategies, tips and tools for how to best set up new board members for success.

10:20PT / 11:20MT / 12:20CT / 1:20ET

BREAK

10:30PT / 11:30MT / 12:30CT / 1:30ET

KEYNOTE PRESENTATION:

Framing for Change: The Power of Communications to Unlock Thinking

**Nat Kendall-Taylor, PhD., CEO,
The Frameworks Institute**

The decisions we make about *how* we say what we say are significant. These choices—big and small—can be the difference between messages that cut through and move people to action and ones that fall flat or even shut people down. There is a science behind the practice of framing that we can use to help make sure that we are advancing our issues in the most productive ways. This presentation will offer a set of evidence-based practices that can be used to position social issues to open productive public conversations and mobilize support solutions to problems.



*Nat is chief executive officer at the **FrameWorks Institute**, a research think tank in Washington, DC. He leads a multi-disciplinary team in conducting research on public understanding and framing of social issues and supporting nonprofit organizations to implement findings. A psychological anthropologist, Nat publishes widely on communications research in the popular and professional press and lectures frequently in the United States and abroad. He is a senior fellow at the Center on the Developing Child at Harvard University, a visiting professor at the Child Study Center at Yale School of Medicine, and a fellow at the British-American Project.*

12:30PT / 1:30MT / 2:30CT / 3:30ET

BREAK

12:45PT / 1:45MT / 2:45CT / 3:45ET

BROWN BAG LUNCH BREAKOUTS (optional)

1:15PT / 2:15MT / 3:15CT / 4:15ET

Sponsor Spotlight #2

1:30PT / 2:30MT / 3:30CT / 4:30ET

**Round Table #2:
(repeat)**

Preselect your round table when you register!

Strategic Doing

Surviving as a Consultant (Self Care)

How Are You Pitching Yourself?

Working with Subcontractors

Virtual Meeting Tips

Maximizing Your LinkedIn Presence

Coaching New Board Members

2:20PT / 3:20MT / 4:20CT / 5:20ET

BREAK

2:30PT / 3:30MT / 4:30CT / 5:30ET

Sponsor Spotlight #3

2:45PT / 3:45MT / 4:45CT / 5:45ET

Round Table Key Takeaway Report

Friday January 29

9:00PT / 10:00MT / 11:00CT / 12 Noon ET

Welcome & Introductions from Carole Rylander, Rylander Associates

9:15PT / 10:15MT / 11:15CT / 12:15 ET

Sponsor Spotlight #4

9:30PT / 10:30MT / 11:30CT / 12:30ET

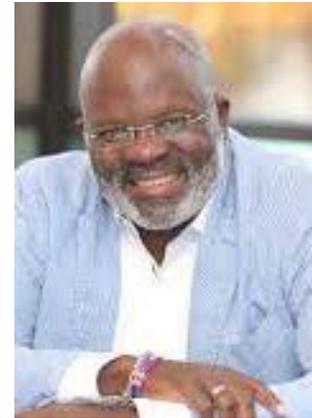
KEYNOTE PRESENTATION:

Be a Change Agent for Diversity and Inclusion with Your Clients, Part 1

Doug Harris, CEO, The Kaleidoscope Group

All across the world today and even as we consult with our clients, diversity equity and inclusion are in front of the mind. And when it comes up, there are so many ways we can support and guide our clients to address the opportunities and challenges effectively. This session will help us:

- Understand the holistic value of DEI.
- Discuss the challenges of being a change agent on the topic.
- Identifying exploring a different way to execute as a supportive resource.



*Doug is the Chief Executive Officer with over 30 years of experience in the field of diversity, equity, and inclusion consulting. As the leader of **The Kaleidoscope Group**, Doug's knowledge, and expertise guides organizations through the creation of customized strategies that address the specific needs of the business. Some of Doug's clients over the years include: Blue Cross Blue Shield, CNA, Gulfstream Aerospace Corporation, Chicago Zoological Society, McDonalds Corporation, New York City Fire Department, Northwestern Memorial Hospital, Provena Health, and The Federal Reserve Banks.*

10:30PT / 11:30MT / 12:30CT / 1:30ET

BREAK

10:40PT / 11:40MT / 12:40CT / 1:40ET

KEYNOTE PRESENTATION:

Be a Change Agent for Diversity and Inclusion with Your Clients, Part 2

Doug Harris, CEO, The Kaleidoscope Group

12:00PT / 1:00MT / 2:00CT / 3:00ET

BREAK

12:15PT / 1:15MT / 2:15CT / 3:15ET

BROWN BAG LUNCH BREAKOUTS (optional)

12:45PT / 1:45MT / 2:45CT / 3:45ET

Sponsor Spotlight #5

1:00PT / 2:00MT / 3:00CT / 4:00ET

How to Use "Building an Inclusive Board," Guided Discussion
Rachel Branaman, Talem Consulting

2:00PT / 3:00MT / 4:00CT / 5:00ET

Sponsor Spotlight #6

2:15PT / 3:15MT / 4:15CT / 5:15ET

BREAK

2:25PT / 3:25MT / 4:25CT / 5:25ET

PANEL DISCUSSION

Your Consulting Strategy & Digital Practice

How do you, as a consultant, leverage technology tools to further your company's mission and business objectives? Most of us use Microsoft 365/Teams, Google, Slack or similar products for infrastructure, communication and information sharing. Have you wondered if there are additional platforms and tools worth investigating that could transform your business operations and offerings? This non-technical conversation will present real life experiences and lessons learned by our panelists, and how new technology has moved their consulting businesses from baseline functions to real time meeting/interactive tools. This will not be an infomercial for products, but a facilitated conversation to share insights and information that will support your 2021 business goals.

3:30PT / 4:30MT / 5:30CT / 6:30ET

Adjourn & "Sip & Shake" Happy Hour!

Sponsored by DonorSearch

Do you miss enjoying craft cocktails with friends at your favorite pub or restaurant? Learn how to make them at home! Join DonorSearch for a virtual "Sip & Shake" happy hour, where we partner with a master mixologist who will teach us to make two cocktails (with non-alcoholic options, too!) You'll learn bartending basics, play a fun game of virtual bingo, and connect with your fellow Forum attendees.

Register by Friday, January 15th and DonorSearch will send you a customized kit that includes non-alcoholic ingredients to create two signature cocktails. If you miss the deadline - don't worry! You can still join in on the fun, and you'll receive the ingredient list prior to the event.