

## Thursday, November 9, 2017

Session Title	Skill Track	Level	Presenter	Room
<b>10:45 AM - 12:00 PM</b>				
<b>What's Your Story? How to Leave a Lasting Impression on Your Program Officer</b>	Prospect Research/Donor Relations	Mid-Career	Kelly O'Connor Kay	Bayview
You've secured an in-person meeting with the program officer! Now what? Here's how to deliver a story that leaves a lasting impression on you and your organization and wins funding.				
<b>Creating order out of chaos</b>	Other: Strategic Thinking and Project Management	Mid-Career	Dana Schueler Drummond	Garden
Are you overwhelmed by the moving parts of the grant process? You will learn to create a streamlined process that will give you information quickly and allow you to focus on writing quality proposals.				
<b>The Art of Crafting a Strong Evaluation Section in Your Grant Proposal</b>	Evaluation/Collaboration	Mid-Career	Pauline G. Annarino, GPC	Dockside
This presentation looks at the components of a strong evaluation section in a grant proposal. Along with lecture, participants will explore examples of effective and less effective evaluation drafts.				
<b>Building Social (and Financial) Capital in the Rural Environment</b>	Consulting	Mid-Career	S. Kimberly Jones, GPC	Sunset I&II
In the current funding environment, where collaboration is required, rural communities often miss the mark due to limited partnerships. Social capital development increases alliances and success.				
<b>Reading Uncle Sam's Mind-7 Secrets of Grant Management for Federal Grant Writers</b>	Federal Grants	Mid-Career	Lucy M Morgan, CPA, MBA	Sunset III
Writing successful grant applications is harder than ever with changing federal requirements. Discover ways to increase the odds of developing a winning proposal for federal funding.				
<b>Tapping the Root: Teaching Grant Writing in the Workplace</b>	Proposal Development/Communication Strategies	Mid-Career	Jeanne Donado, GPC	Sunset IV
Your organization wants to apply for grants but needs stronger research, writing, and process skills. This workshop shares one successful teaching model and includes time to begin working on your own.				
<b>Why Bother? Who Cares?</b>	Other: This covers several tracks	Early-Career	Beverly A. Browning, MPA, DBA, CSPF	Sunset V
This session is for both employed grant writers and grants consultants. The topic addresses all areas of project-related complacency and why we must address it with urgency.				
<b>Crafting Great Grant Budgets</b>	Grant Management/Budgets	Early-Career	Cheryl Kester, CFRE	Sunset Pavilion North
Great grant budgets and budget narratives support the compelling story of your project narrative. Learn how to create great grant budgets that will impress funders with your planning and precision.				
<b>How to Understand Financial Statements without Going bald</b>	Grant Management/Budgets	Mid-Career	Ericka Harney, CAE, CFRE, GPA, CVA	Double Executive 709 & 711
Do you get anxious when email comes finance department with monthly statements? Quell the anxiety with this session that will lead you through financials and terminology so you can put the Tums away.				
<b>A Grant Consulting Firm: Moving from Subcontractors to Staff</b>	Consulting	Mid-Career	Julie Assel, GPC & Panel	Sunset Pavilion South Den
Owner/employee panel will discuss business structure changes, including why they moved from subcontractors to employees, and why they became staff members at a consulting firm instead of a nonprofit.				
<b>1:30 PM - 2:45 PM</b>				
<b>"Field of Dreams:" How to Build a Winning Grant Team</b>	Proposal Development/Communication Strategies	Mid-Career	Jodi Samuels	Bayview
Grants are like baseball - a team sport with lots of individuals who work together to get the win. Learn how to effectively manage your team and build your farm system to create a winning franchise!				
<b>Virtual Reality: Challenges and Best Practices for Working Remotely</b>	Consulting	Advanced	Lateefah Thomas, GPC Becca Polar	Garden
Working remotely has advantages and disadvantages. Learn best practices and effective strategies for building relationships while delivering grant services to clients from your home office.				
<b>Lying, Cheating &amp; Stealing - How Misuse and Deceit Will Destroy A Grant Office</b>	Grant Management/Budgets	Mid-Career	Amanda Day, GPC Shelley Loethen, GPC	Dockside
Grant management best practices encourage protection against fraud and abuse. Learn real life, worst case scenarios of grant misuse and deceit and how it could have been prevented.				
<b>Grant Readiness from a Board's Perspective</b>	Other: Board Development	Mid-Career	Debbie DiVirgilio, GPC	Sunset I&II
An organization's board of directors plays an important role in ensuring the organization is grant readiness. What is the board's role in grant readiness and how can you communicate that to them?				
<b>Navigating the Federal Grant Landscape (Without Losing Your Mind)</b>	Federal Grants	Mid-Career	Jessica Bullock Kristin Raack	Sunset III
This session will prepare participants to tackle the 2018 federal grant cycle. The application process, anticipated federal funding, and real life scenarios will be covered.				

<b>Increasing Organizational Grants Capacity Among the Non-Initiated</b>	Other: Building Organizational Capacity	Mid-Career	Sue Green Tyler Benack	Sunset IV
Ever wish for a grant reviewer to edit proposals? Come learn about a grant training for non-grant staff members to increase organizational grants capacity and improve your life as a proposal writer.				
<b>From Compliance to Performance 2017</b>	Federal Grants	Mid-Career	Karen Norris	Sunset V
A significant change in the uniform guidance is the refocus from compliance to performance. This means heightened scrutiny on performance and results, and new expectations. That's why the grants community must know what moving to performance involves. Here's where to start.				
<b>The Narrative Thread in Your Grant Proposal - Telling a Compelling Story without Writing Fiction</b>	Proposal Development/Communication Strategies	Mid-Career	Sharon Skinner, MA, GPC	Sunset Pavilion North
This workshop will show you how to develop and write your proposal from a fresh new perspective by associating the elements of fiction with the sections of your grant proposal.				
<b>How I Got Here From Where: Becoming a Grant Professional in Higher Education</b>	Other: Professional Development	Early-Career	Richard Redfearn, Ph.D., et al	Double Executive 709 & 711
This is a panel discussion among academic grant professionals about their career paths that brought them to the campus "grants and contracts" or sponsored programs office. How did I get here, and why?				
<b>Been There, Done That? Why Not Share the Wealth!</b>	Other: Professional Development	Advanced	Andrea Ferreira	Sunset Pavilion South Den
Join a lively conversation with other experienced grant professionals about common sense, practical ways to capture and convert your experience into "capital" to invest in the grants profession.				
<b>4:00 PM - 5:00 PM</b>				
<b>Arts &amp; Culture Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	Bayview
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Government Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	Garden
Meet colleagues who work in your specialized area for networking and discussion.				
<b>K-12 Education Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	Dockside
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Higher Education Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	Sunset I&II
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Human Services Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	Sunset III
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Healthcare Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	Sunset IV
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Grant Management Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	Sunset V
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Consultants Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	Sunset Pavilion North
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Tribal Nations Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Sciences Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Public Safety Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Libraries Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
<b>International Development Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	TBD

Meet colleagues who work in your specialized area for networking and discussion.				
<b>Environmental Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Advocacy/Social Justice Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Faith-Based Special Interest Group</b>	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
<b>Human Library</b>	Other; Personal Professional Development	All Levels	Beverly A Browning, MPA, DBS, CSPF Bernard Turner, GPC Pauline G Annarino, GPC	Double Executive 701 & 703
Visit the GPA Human Library and ask our Librarian to "Check Out" one of our leading authorities in the grants profession. You will have the opportunity to spend 15 minutes asking any questions you may have about the grants profession or their area of specialty. Should your resource not be reserved for the next fifteen minutes, you have the option to check them out for an additional 15 minutes.				
<b>What Does Your Bookshelf Say About You?</b>	Proposal Development/Communication Strategies	All Levels	Bethany Turner, GPC Trish Bachman	Double Executive 709 & 711
Do you reach for books to learn or relax or something in between? Join us as we discuss ways to combine your love of reading with your love of grant writing.				

## Friday, November 10

Session Title	Skill Track	Level	Presenter	Room
<b>9:00 AM - 10:15 AM</b>				
<b>Be Your Own Career CEO ~ How to Develop Your Grant Professional Portfolio</b>	Other: Professional Development	Early-Career	Scot Scala, GPC	Bayview
Innovation is key to the success of any grant professional, but to achieve it, you have to continuously evolve, improve, and polish your professional portfolio. This presentation will show you how.				
<b>The Intersection of Advocacy and Grants - Raising the Dough</b>	Federal Grants	Mid-Career	Karen Cassidy, GPC	Garden
The federal funding landscape continues to change. With the call for the elimination of programs like the Community Development Block Grant and even Meals on Wheels it may feel like it is time to duck and cover. Don't you dare! Instead be a loud and proud advocate (but not a lobbyist). This session, led by a former Hill staffer (and current grant professional) will provide you with the tools and information you need to become an effective advocate.				
<b>13 Ways to Lose Grant Funding-The Minimalist's Guide to Avoid Risk and Increase Compliance</b>	Federal Grants	Mid-Career	Lucy M Morgan, CPA, MBA	Dockside
Minimizing the risk of waste, fraud and abuse is a duty of everyone working on federal grants. Discover how the most common forms of risk and noncompliance can be easily avoided.				
<b>Let's Talk About Budget</b>	Grant Management/Budgets	Early-Career	Arthur Davis Rick Horton, GPC	Sunset I&II
Learn best practices, formats, the role of budgets in program development, and how to tell the story of your project through the budget with an engaging discussion and real life examples.				
<b>Finding Donors - a journey to unite donors with your cause</b>	Prospect Research/Donor Relations	Early-Career	Leah Nosek, GPC	Sunset III
Finding the right donors is the key to grant success. Participants will gain tools, resources and a step-by-step guide to conduct prospect research that yields qualified donors for their organization.				
<b>Perfecting Cost Estimating for Accurate Consulting Fees</b>	Consulting	Advanced	Kristin Carter	Sunset IV
How can you best estimate the time it will take to work with a client on a grant proposal? This session will take you through each step needed to effectively estimate an accurate number of hours.				
<b>Get Logical! The Grantsmanship Center Model</b>	Proposal Development/Communication Strategies	Mid-Career	AJ King	Sunset V
A strong case for grant support is based on a logical argument which clearly links proposal sections. This hands-on session examines how to use a logic model to create effective, winning proposals.				
<b>Nobody Knows the Troubles We've Seen: How to (artfully) educate colleagues &amp; bosses on what we do</b>	Proposal Development/Communication Strategies	Mid-Career	Johna Rodgers, GPC	Sunset Pavilion North
No one understands what we do. Or why we need data. Or why we ask questions. "Nobody Knows" provides tools & strategies to help grant pros get the information we need to write competitive proposals.				
<b>Ethics Roundtable</b>	Other: Professional Development	All Levels	GPA Ethics Committee	Sunset Pavilion South Den
This session is a stimulating discussion of GPA's code of ethics and the dilemmas faced by your peers. Bring your questions, scenarios, and thinking cap for this insightful and challenging discussion.				

<b>10:45 AM - 12:00 PM</b>				
<b>Elicit Inspired Board Leadership that Strengthens Proposals</b>	Proposal Development/Communication Strategies	Mid-Career	Susan Howlett	Bayview
Find out how boards can help make proposals more competitive by clarifying the need, mission, goals, outcomes and budget ahead of time.				
<b>Successful Consulting Practices to Reduce Your Business "Ebb"</b>	Consulting	Advanced	Maura Harrington	Garden
Learn how to weather your slow business times through diversification, developing a strong consulting toolbox, and mastering your business development skills through this interactive session.				
<b>PACT - The Heart of Grantsmanship</b>	Other: Grantsmanship	Early-Career	Heidi Yaple	Dockside
PACT: Oh no! Another acronym! A key to successful grants development and management is contained in these four letters. This session will lead to new or renewed confidence as a grant professional.				
<b>Project Management: More Collaboration, Less Nagging</b>	Grant Management/Budgets	Mid-Career	Pam McBride, M.Ed.	Sunset I&II
Quit nagging and start creating leaders! Practical tools for 4 stages of grant project management help spread your talent for planning the future across your organization.				
<b>Dealing with Conflict</b>	Evaluation/Collaboration	Mid-Career	Scott Boozer	Sunset III
Grant professionals navigate complex organizational structures daily. But what do you do when conflict arises? You will learn how to apply methods to effectively define, manage, and resolve conflicts.				
<b>Grantwriting in Dialog with Other Fundraising Disciplines</b>	Prospect Research/Donor Relations	Mid-Career	Maureen Stabile	Sunset IV
Grantwriting IS fundraising! With supportive leadership, open communication and creative thinking, grantwriters and their fellow development professionals can form high-value fundraising teams.				
<b>Writing More Compelling Grant Applications using Arguments and Stories</b>	Proposal Development/Communication Strategies	Early-Career	M. Linda Wastyn, Ph.D.	Sunset V
Write a better application by incorporating formal arguments and storytelling into a grant narrative to better engage and inform the grant reviewer. Learn how and why in this presentation!				
<b>Essentials for Seeking Collaborative Federal Grants</b>	Federal Grants	Mid-Career	Karen Cassidy, GPC Cheryl Kester, CFRE	Sunset Pavilion North
Federal RFPs often require applicants to develop proposals with multiple community partners across fields. This session will provide tools that supporting the development of this type of application.				
<b>Advancing Ongoing Learning in the Grants Fields</b>	Other: Professional Development	All Levels	GPA's PG&D Committee	Double Executive 701 & 703
Join members of GPA's Professional Growth and Development (PG&D) Committee field to learn more about and offer insight on improving and continually evolving GPA's professional development opportunities, including GPA's Annual Conference sessions, monthly webinars, and the Approved Trainer Program				
<b>Engaging Faculty in Grantsmanship at Liberal Arts Universities</b>	Proposal Development/Communication Strategies	Mid-Career	Whitney Gray Bethany Haglund	Double Executive 709 & 711
Shared best practices, return on investment, and practical steps for reducing barriers to faculty engagement in grantsmanship at liberal arts universities. A resource toolkit will be provided.				
<b>Grant Portals: The Good, The Bad, and The Ugly</b>	Proposal Development/Communication Strategies	Mid-Career	Jodi Samuels	Sunset Pavilion South Den
Grant professionals have to navigate a sometimes dizzying array of online application portals. Come learn and share tips, tricks, and best practices during this interactive session.				
<b>1:30 PM - 2:45 PM</b>				
<b>Partnering with Our Peers for Success</b>	Proposal Development/Communication Strategies	Mid-Career	Diane H. Leonard, GPC	Bayview
Grant professionals should not be an island if they want to succeed as an employee or consultant. We will explore how we can collaborate with our peers (internal and external) for our success.				
<b>Partnering with your Funder for Greater Impact</b>	Prospect Research/Donor Relations	All Levels	Annie Rhodes	Garden
Partnering with your funders increases your odds of success by helping align around goals and outcomes from the very start. Strong partnerships leads to collaboration throughout the funding cycle and will lead to achieving more of an impact by working better together. Key areas that we'll focus on during this session include, being an expert in the communities in which you serve, recognizing the right and wrong grants for you, understanding your funders goals and strategies, understanding your goals and outcomes and, embracing how you communicate your impact to your stakeholders.				
<b>Logic Models for the Logic Challenged</b>	Federal Grants	Early-Career	Gail S. Widner, GPC	Dockside
This hands-on session makes logic models accessible for everyone! Ultimately, participants will realize that creating logic models for programs is a key strategy to ensuring a tight proposal.				
<b>Apps For Sanity</b>	Other	Early-Career	Stacy Fitzsimmons Lisa Wagner	Sunset I&II
Business Tools for Managing a Grants Office or Consulting Practice. Come learn the ins and outs of Basecamp, Harvest, Microsoft 365, G Suite (Google) and a few other software apps to make life easier				
<b>Voices from Inside the Beltway</b>	Federal Grants	Mid-Career	Erica Preston	Sunset III

It's been a year since the presidential election. What's changed? And what's stayed the same. Erica Preston will share survey and other insights on what challenges Federal grant makers are facing.				
<b>The Grant Professional as Organizational Change Agent</b>	Evaluation/Collaboration	Mid-Career	Kristin Swanson	Sunset IV
This workshop will help grant professionals make positive change by making use of their unique position within organizations, with access to finance, program staff, and executive leadership.				
<b>Mentoring: A Tool for Building You and Others into Better Grant Professionals</b>	Other: Professional Development	All Levels	Mollie Bond, Ed.D Amanda Paveglio	Sunset V
Come if you want to be a mentee or mentor! We each need someone to guide us through challenges. This fun workshop, based on theory and experience, will answer your questions about mentoring.				
<b>Data Visualization Basics: Telling your story in charts, graphs, and maps</b>	Proposal Development/Communication Strategies	Mid-Career	Shane Pekny	Sunset Pavilion North
Everyone loves a good chart. Explained visually, numbers become more compelling and more interesting. But beware: Poorly designed charts leave readers scratching their heads, not stroking their chins.				
<b>Human Library</b>	Other; Personal Professional Development	All Levels	Richard Redfearn, PhD Johna Rodgers, GPC Karen Norris	Double Executive 701 & 703
Visit the GPA Human Library and ask our Librarian to "Check Out" one of our leading authorities in the grants profession. You will have the opportunity to spend 15 minutes asking any questions you may have about the grants profession or their area of specialty. Should your resource not be reserved for the next fifteen minutes, you have the option to check them out for an additional 15 minutes.				
<b>Procurements under Grants: How to Establish a Compliant Procurement System</b>	Grant Management/Budgets	Early-Career	Andrew Mohr, Esq.	Double Executive 709 & 711
The session discusses how grantees can establish robust, cost-efficient, compliant policies to buy various goods and services using grant funds.				
<b>Grants and Development: Integration + Collaboration = More Grants</b>	Other: Professional Development	All Levels	Heather Stombaugh, CFRE, GPC, et al	Sunset Pavilion South Den
Do you ever wonder if your grants and development teams speak different languages? If so, join us as we dispel myths and stereotypes, because development and grant pros are more alike than not! Ask questions and receive answers in this discussion den!				
<b>3:45 PM - 5:00 PM</b>				
<b>How Waubensee Community College is Innovating Grants Management for the DATA Act</b>	Federal Grants	Mid-Career	Adam Roth Shannon Flavin Cox	Bayview
Learn how Wasubonsee Community College is updating their approach to grants management to meet and exceed the expectations and requirements of the DATA Act.				
<b>When the wheels come off: Tales from a Pit Crew - How to get your grant proposal back on track.</b>	Proposal Development/Communication Strategies	Mid-Career	Karen Watkins-Watts, MBA, GPC Shawna Erickson Karen Henry	Garden
In the grant world anything can (and likely will!) go wrong. Learn to identify and prepare for potential challenges. Presenters share problem-solving strategies from program design to implementation.				
<b>Well, It's Complicated: A Guide to Managing Federal Grants</b>	Federal Grants	Mid-Career	Kate Mendez	Dockside
Successful grants management requires integration within the entire organization. We will explore how to implement and manage federal grants successfully both programmatically and administratively.				
<b>Attaining Your GPC: What You Need to Know</b>	Other: Professional Development	Mid-Career	Meghann Adams, GPC Nancy Smallwood, GPC	Sunset I&II
Ready to take the next step in your career and earn your Grant Professional Certified (GPC) credential? Join us to learn about the application and exam process, how to prepare yourself, and much more!				
<b>Increasing Grant Writing Capacity and Impact in an Environment of Scarcity (One Year Later)</b>	Consulting	Mid-Career	Tara Gohr Erin Hielkema	Sunset IV
Presenters cover the first year of learnings from an intensive professional development, cooperative network, and place-based approach designed to boost grantseeking capacity when under-resourced.				
<b>Diversified Funding Strategies for Enhanced Human Services Outcomes</b>	Prospect Research/Donor Relations	Mid-Career	Michele Banks	Sunset V
Participants will learn several key strategies that can help your collaborative select funding that fits your work - not the other way around.				
<b>IGNITE The Grant Profession - 8 Topics From 8 Successful Grant Pros</b>	Other	Mid-Career	Amanda Day, GPC; Shelley Loethen, GPC; Johna Rodgers, GPC; Kimberly Hays de Mug, GPC; Erika Harney, GPC; David Broussard, GPC; Sylvia Redic, GPC; Jo Miller, GPC	Sunset Pavilion North
Using the ignite presentation format, 8 speakers from varying disciplines within the grant professional will share knowledge, insight, and pointers on 8 separate grant topics. It is action packed!				

<b>Human Library</b>	Other; Personal Professional Development	All Levels	Debbie Divirgilio, GPC Gail Widner, GPC Lucy Morgan	Double Executive 701 & 703
Visit the GPA Human Library and ask our Librarian to "Check Out" one of our leading authorities in the grants profession. You will have the opportunity to spend 15 minutes asking any questions you may have about the grants profession or their area of specialty. Should your resource not be reserved for the next fifteen minutes, you have the option to check them out for an additional 15 minutes.				
<b>Writing and Reviewing for GPA Publications</b>	Other: Professional Development	All Levels	Journal & SP Co-editors, David Lindeman and Andy Rawdon; Grant News Editor, Heather Stombaugh; Peer Review Managers, Dana Boe and Robyn Gibboney; Board Liaison, Dr. Janell Harvey; Staff Liaison, Kelli Romero; Publications Chair, Barbara Roberts.	Double Executive 709 & 711
Thinking about writing an article for a GPA publication? Becoming a peer reviewer? Or are you a past author or reviewer ready to share your experiences? GPA's Publication Committee will host an informal discussion den for prospective and current writers and reviewers to discuss and learn more about GPA's Grant News, Strategy Papers, and Journal.				
<b>GPA's Mentor Match: Meet&amp;Greet and Q&amp;A Session</b>	Other: Professional Development	All Levels	Mentoring Task Force	Sunset Pavilion South Den
Are you a GPA Mentor? Are you a GPA Mentee? Meet your match in person during the networking and discussion opportunity. Want to learn more about GPA's Mentoring Program? Come talk to one of GPA's Mentoring Task Force Members.				

## Saturday, November 11

Session Title	Skill Track	Level	Presenter	Room
<b>9:00 AM - 10:15 AM</b>				
<b>Oxford What? Restrictive Who? Or, Who Needs a Writing Refresher?</b>	Proposal Development/Communication Strategies	Early-Career	Gail S. Widner, GPC	Bayview
This session provides a range of tips covering grammar, usage, style, and punctuation to the novice and experienced proposal writer that will strengthen writing of any kind.				
<b>Finding and Managing a Qualified Evaluator at the Proposal Stage</b>	Evaluation/Collaboration	Mid-Career	Michael Lesiecki	Garden
Developers are increasingly concerned with evaluation. You will be asked to secure evaluation expertise. Learn how to find the vital resources you need to create and manage a competitive grant.				
<b>The Benefits of Becoming a Peer Reviewer</b>	Other: Advancing the Grants Profession	Advanced	Michele Banks	Dockside
Participating in a grants review process is an excellent opportunity. Join us to see how to become a Federal grants reviewer and the advantages for your professional development and winning proposals.				
<b>Creating a Professional Development Plan Based on the GPC Competencies and Skills</b>	Other: Professional Development	Early-Career	Julie Assel, GPC	Sunset I&II
Construct a plan using an assessment tool based on the GPC competencies and skills and a structure designed by a grant consultancy firm to facilitate personal growth not performance evaluation.				
<b>Vetting for Success: Grant Seeking Skills</b>	Prospect Research/Donor Relations	Early-Career	Lydia Howie, MS, GPC	Sunset III
Learn grant seeking strategies and available tools to optimize your funding opportunity searches and enhance your vetting skills, in order to increase the likelihood of your grants being funded.				
<b>Just Breathe: Mindfulness for Grant Pros</b>	Consultng	Mid-Career	Dr. Judy Riffle Dr. Teri Davis Dr. Suzanne E Bott	Sunset IV
What does mindfulness mean to you, and how can it help you in the grant profession? Take a break on the beach with us, and walk away with tips and resources to begin your own mindful journey.				
<b>You Want Me to Do WHAT?!? Presentation Skills for Introverts</b>	Proposal Development/Communication Strategies	Mid-Career	Kimberly Hays de Muga, GPC Elizabeth Wilkinson, GPC	Sunset V
Like it or not, presenting plays a role in our work. Introverts can increase their confidence and become more comfortable speaking in front of others by learning effective communication techniques.				
<b>Desperado: Beating Burnout Before It's Too Late</b>	Other: Professionalization of the field	Mid-Career	Johna Rodgers, GPC	Sunset Pavilion North
Tired? Dog tired? Dead dog tired? When the spouse brings home the Want Ads to stop your whining, it's time to act! Join other professionals as we examine and address Burnout - before it's too late!				
<b>Human Library</b>	Other; Personal Professional Development	All Levels	Sharon Skinner, GPC Cheryl Kester, CFRE Jo Miller, GPC	Double Executive 701 & 703
Visit the GPA Human Library and ask our Librarian to "Check Out" one of our leading authorities in the grants profession. You will have the opportunity to spend 15 minutes asking any questions you may have about the grants profession or their area of specialty. Should your resource not be reserved for the next fifteen minutes, you have the option to check them out for an additional 15 minutes.				

**10:30 AM - 11:45 AM**

<b>Grant Writer as Coach</b>	Proposal Development/Communication Strategies	Early-Career	Julie Alsup, GPC	Bayview
Grant professionals will feel more confident with the many hats they wear and how they often must educate internal and external stakeholders who bring their own lenses to the grant seeking process.				
<b>I know I wrote about that before, but where? A case study in building a proposal knowledge base.</b>	Proposal Development/Communication Strategies	Mid-Career	Megan Snedden Valerie Thomas	Garden
Do you struggle to find and reuse proposal and report content efficiently? We'll share our experiences and lessons learned finding, developing and using a proposal knowledge base.				
<b>Why Grant Professionals Really ARE Superheroes!</b>	Other: Professional Development	Mid-Career	Amy Shankland, GPC	Dockside
Ever get discouraged in this profession? No matter your level, this session will remind us all that grant professionals are making an impact each and every day for communities all over the world.				
<b>Making Your Proposal Shine: Tips from the World of Professional Copyeditors</b>	Proposal Development/Communication Strategies	Mid-Career	David Lindeman, GPC	Sunset I&II
A well-edited grant proposal is critical in today's competitive landscape—even when you have little time and few resources. Learn strategies used by professional copyeditors for your next proposal!				
<b>An Analysis of Tools for Picture Perfect Proposals</b>	Proposal Development/Communication Strategies	Early-Career	Dr. Janel Harvey	Sunset III
Grant professionals should look beyond Microsoft Word's spell check in an effort to avoid misspelled words and to cast out redundant content. Learn how to polish your research with 10 free resources.				
<b>A Grants Partnership: Why the Data Matters</b>	Federal Grants	Mid-Career	Jason McGill	Sunset IV
In this session we'll help you understand what information is being gathered, why Grantors need it, and what they do with it to help better inform your reporting needs of your grants.				
<b>Getting Better at Predicting: Tools for Setting Revenue Targets</b>	Proposal Development/Communication Strategies	Mid-Career	Amanda Mason Tim Calabrese	Sunset V
Improve grant revenue forecasting/goal setting using tools and datasets to accurately analyze your organization's future grant potential. Hear what your peers do and how to join a learning community.				
<b>Getting Things Done: Tips for Managing from the Middle.</b>	Proposal Development/Communication Strategies	Mid-Career	Robyn Gibboney, PhD, GPC	Sunset Pavilion North
It's hard to meet deadlines if you lack needed data, feedback and signatures. Learn how to work effectively with those above and beside you in the organizational structure. Then you all succeed!				
<b>Human Library</b>	Other; Personal Professional Development	All Levels	TBD	Double Executive 701 & 703
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