

GPA Session Schedule with Descriptions

Thursday, November 8, 2018				
Session Title	Skill Track	Level	Presenter	Room
10:45 AM - 12:00 PM				
Tackling the Elephant in the Room: 7 Ways to Lead Change in a Change-Resistant Environment	Federal Grants	Mid-Career	Lucy M. Morgan, CPA, MBA, GPA Approv	Lucerne
Grant professionals deal with rapid rates of change in requirements, expectations and, technology each day. Discover how to support a culture of greater collaboration, communication, and innovation.				
How to Learn What Worked - and Fix What Didn't - Through Effective Project Evaluation	Evaluation/Collaboration	Mid-Career	Becca Polar, GPC Sharla Trimm, GPC, CGMS	Alpine I
Learn to align evaluation plans with funders' expectations and scale them to match the scope of the project by exploring the relationship between logic models, outcomes, evaluations, and reports.				
A Board's Eye View: Lessons Learned From Guiding and Serving on Nonprofit Boards	Prospect Research/Donor Relations	Mid-Career	Scot Scala, GPC Carolyn Caldwell, GPC Lisa M. Sihvonen-Binder, MS	Alpine II
Join this lively discussion led by three seasoned consultants on how to guide your board to fundraising success, and successfully serve on a board as a grant professional.				
Entrepreneurial Skills for Grant Career and Business Success	Other: Grant Career and Business	Mid-Career	Katherine F.H. Heart, GPC, M.Ed.	Vevey 1 & 2
Grant knowledge and experience may not ensure success in the competitive field of grantsmanship. Learn how to develop entrepreneurial skills to compete at the next level of your career or business.				
Collaborative Grant Writing as the Lead Organization: Tips to Create Partnership Bliss	Evaluation/Collaboration	Mid-Career	Maggie Bonjean Heather Ellis	Vevey 3 & 4
What do you do when a perfect collaborative grant opportunity appears to submit a joint application? Come learn how to be the lead partner and the steps to creating a fruitful and lasting partnership!				
Inclusive Thinking!	Personal Growth	Master Level	Kristen Krey	St. Gallen 1&2
Let's talk about the decisions we make every day in our work and life and how these decisions can be influenced by biases we don't even know we have!				
Why Can't We Be Friends?: Building Relationships With Legal, Financial, Research and Program Staff	Grant Managements/Budgets	Mid-Career	Laura Katz Leacu	St. Gallen 3
In this session we will identify best practices for building relationships with key intraorganizational stakeholders, resulting in an improved grants process as well as increased grant support.				
2018 Trends in Grants: What's Happened So Far, and What's to Come	Federal Grants	Early-Career	Duncan Bell Saleh Karaman	Montreux 1&2
With a full two years under the current administration, we take a look at grantmaking in 2018 by analyzing trends, highlighting success stories, and predicting what's to come.				
Developing Funder Ready Programs	Proposal Development/Communication Strategies	Mid-Career	Lea Thomas, CFRE, GPC Kate Diouf	Montreux 3
Come learn about qualities and characteristics of programs that are funder ready and how to take hard look at your programs and ensure that they are funder ready.				
Human Library	Personal Growth	All Levels	TBD	Zermatt/Gstaad
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.				
Help the US Department of Health and Human Services Reinvent Grants Management	Federal Grants	All Levels	Facilitators: Alejandro Lopez, Denise Wu, Chris Verhoeven	Grindelwald
In this hands-on workshop, you will be working with user-experience design consultants to provide direct input on the work of HHS to reinvent the grant management process. HHS is looking for a wide variety of participants who work with government grants including tribal nations, educational institutions, human services agencies, healthcare organizations, and others. Here is your opportunity to participate in shaping the future of federal grant programs. Seating is limited to 15 people per session.				
1:30 PM - 2:45 PM				
Getting Unstuck: How to write (a grant) when you're stuck	Proposal Development/Communication Strategies	Mid-Career	Johna Rodgers, GPC	Lucerne
The clock is ticking. Loudly. You can't seem to write a decent sentence. You begin to panic. You're stuck. But you need not be. Come learn a few tricks of the trade to move from puzzled to prolific.				
Get Your Funder to Swipe Right: Cultivating Relationships with Funders	Prospect Research/Donor Relations	Mid-Career	Kara D. Mostowy	Alpine I
Are your calls and e-mails to your funder going unreturned? In this session, you'll learn strategies to build, maintain and leverage strong funder relationships, and immediate action steps.				
Roadmap to Results: Advancing Your Organization's Outcomes Measurement Maturity	Evaluation/Collaboration	Mid-Career	Michelle DiSabato	Alpine II
Attend this session to learn how your organization can make the transition to become more results focused and implement an outcomes measurement framework so you can tell a better impact story.				

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The Proposal Writer's Guide to MSU (Making Stuff Up)	Proposal Development/Communication Strategies	Mid-Career	Cheryl Kester, CFRE Molly Throgmorton	Vevey 1 & 2
Sometimes we all rely on MSU to get that proposal turned in. This session will give you tools to use your MSU powers wisely to keep the process moving without alienating your coworkers.				
The K-12 Federal Funding Landscape: What's on the Horizon for 2019?	Federal Grants	Early-Career	Elizabeth Evans	Vevey 3 & 4
Interested to know what federal grants will be coming down the pipe for 2019? Find out which federal agencies fund education grants & what those programs are expected to look like in the year ahead.				
Embracing the Cultural Competency Journey as a Grant Professional	Proposal Development/Communication Strategies	Master Level	Theresa Reyes-Cummings, MPA, GPC	St. Gallen 1&2
Learn how to exhibit to a funder that your agency has policies or structures in place that demonstrate a culturally competent organization and services that are addressing disparities improving care.				
Who Are You? The Real Role of the Grant Professional in a Development Shop	Personal Growth	Early-Career	Andrea V. Ferreira, MPH	St. Gallen 3
As your development shop's grant professional, how do your colleagues see you? a writer? internal consultant? program strategist? major gift officer? Leverage your role for maximum success!				
Setting Up Your Home-Based Grants Consulting Business	Consulting	Early-Career	Bethany Turner, GPC Trish Bachman, GPC Amanda Day, GPC Rachel Werner, GPC Kathy Hatfield, GPC Kim Sanchez	Montreux 1&2
Thinking of starting a consulting business? Learn the ins and outs of setting up a home-based grant consulting business from a panel of grant professionals representing a variety of client needs.				
CYA: Cover Your Audits - Ensuring Compliance through Guidance and Monitoring	Federal Grants	Mid-Career	Jerica Shackelford	Montreux 3
Best practices for pass through entities to ensure subrecipients are in compliance with grant and program rules. We will share forms and protocols that have helped us to achieve clean audits.				
Ethics Roundtable - Discussion Den	Other: Professional Development	All Levels	GPA Ethics Committee	Zermatt/Gstaad
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.				
DEMO DEN: Capital Management Group	Other:	All Levels	Capital Management Staff	Grindelwald
Come learn more about what Capital Management Group can do for you!				
4:00 PM - 5:00 PM				
Arts & Culture Special Interest Group	Professional Development	All	SIG Chair/Board Member	Alpine II
Meet colleagues who work in your specialized area for networking and discussion.				
Government Special Interest Group	Professional Development	All	SIG Chair/Board Member	Vevey 1 & 2
Meet colleagues who work in your specialized area for networking and discussion.				
K-12 Education Special Interest Group	Professional Development	All	SIG Chair/Board Member	Vevey 3 & 4
Meet colleagues who work in your specialized area for networking and discussion.				
Higher Education Special Interest Group	Professional Development	All	SIG Chair/Board Member	St. Gallen 3
Meet colleagues who work in your specialized area for networking and discussion.				
Human Services Special Interest Group	Professional Development	All	SIG Chair/Board Member	St. Gallen 1 & 2
Meet colleagues who work in your specialized area for networking and discussion.				
Healthcare Special Interest Group	Professional Development	All	SIG Chair/Board Member	Montreux 3
Meet colleagues who work in your specialized area for networking and discussion.				
Grant Management Special Interest Group	Professional Development	All	SIG Chair/Board Member	Montreux 1 & 2
Meet colleagues who work in your specialized area for networking and discussion.				
Consultants Special Interest Group	Professional Development	All	SIG Chair/Board Member	Lucerne
Meet colleagues who work in your specialized area for networking and discussion.				
Community Colleges Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
Tribal Nations Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD

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Meet colleagues who work in your specialized area for networking and discussion.				
Sciences Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
Public Safety Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
Libraries Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
International Development Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
Environmental Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
Advocacy/Social Justice Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
Faith-Based Special Interest Group	Professional Development	All	SIG Chair/Board Member	TBD
Meet colleagues who work in your specialized area for networking and discussion.				
What Does Your Bookshelf Say About You? - Discussion Den	Personal Growth	All Levels	Bethany Turner, GPC Trish Bachman, GPC	Alpine I
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.				
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Help the US Department of Health and Human Services Reinvent Grants Management	Federal Grants	All Levels	Facilitators: Alejandro Lopez, Denise Wu, Chris Verhoeven	Grindelwald
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Friday, November 9				
Session Title	Skill Track	Level	Presenter	Room
9:00 AM - 10:15 AM				
So You Want to Outsource - What is the Right Vehicle?	Federal Grants	Mid-Career	Scott Sheffler L'Kel Little	Lucerne
This session will address the pros and cons of each method for outsourcing with federal funds, from subawards to service contracts, and the various grants management requirements that apply.				
GPA's Approved Trainer Process - Discussion Den	Personal Growth	Mid-Career	GPA Approved Trainers: Katherine F.H. Heart, GPC, M.Ed. Lucy M. Morgan, CPA, MBA Johna Rodgers, GPC	Alpine I
Come learn from three of GPA's approved trainers about the process and how it has help their personal businesses				
Leveraging Partnerships for your next Campus Safety Project	Evaluation/Collaboration	Early-Career	Elizabeth Evans Ashley Schultz	Alpine II
Join us to discuss how partnerships with public safety agencies can be leveraged to receive state and federal funding for your next K-12 or higher education campus safety project.				
Brain Hacking for Fun and Nonprofits: Using Behavioral Science to Build Stronger Project Teams (Part 1)	Consulting	Early-Career	Ben Mahoney	Vevey 1 & 2
Learn how the BCBSLA Foundation uses coaching based on Gallup's Builder Profile to coach grantees and project teams to higher levels of success.				
Top 10 Audit Findings and What To Avoid	Federal Grants	Mid-Career	Karen Norris	Vevey 3 & 4
Despite best efforts, the same audit findings challenge most recipients and programs year after year. How can you avoid findings? Learn to recognize the usual suspects and what to do about them.				

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Strategy Boot Camp: A Jumpstart for Planning and Implementation	Consulting	Master Level	S. Kimberly Jones, GPC	St. Gallen 1 & 2
Get ready! This strategy boot camp is designed to recharge your planning knowledge and build a Lean Sigma toolkit you can use to get your organization on the path to long-term sustainability.				
X Marks the Spot: a General to Specific to General Model for Proposals	Proposal Development/Communication Strategies	Early-Career	Richard Redfearn, Ph.D.	St. Gallen 3
Novice grant proposal writers struggle with how to organize their writing. This presentation will show you how to use a simple "X" model to organize your writing and make it more easily readable.				
Crash Course in DAFs: An Introduction to Donor Advised Funds for the Nonprofit Professional	Other	Early-Career	Kristin Raack & Panel	Montreux 1 & 2
Donor Advised Funds (DAFs) are philanthropy's fastest-growing vehicle. In 2017, they accounted for more than 8% of U.S. charitable giving. This session will address what DAFs are and how they work.				
Driving Successful Collaborations	Evaluation/Collaboration	Early-Career	Laura Hardwicke	Montreux 3
Why do some grant teams sputter out while others take off? In this session, grant pros will learn about group process and test drive tools to better steer teams to collaborative success.				
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10:45 AM - 12:00 PM				
How to Safeguard your Grant Strategy Against Economic Forces	Prospect Research/Donor Relations	Mid-Career	Nicole Sibilski, GPC	Lucerne
During the Great Recession in 2009, foundation giving fell by over 7%. Learn about giving trends during economic downturns and strategies that could help your organization survive, and even thrive.				
Heightened Awareness: How Better Knowing Yourself, Your Team, and Your Community Can Lead to Better	Evaluation/Collaboration	Early-Career	Kari Mirkin	Alpine I
This session will teach attendees how to leverage a better understanding of themselves, their teammates, and surrounding cultures for a stronger grants program.				
Performance Management - Are We There Yet?	Grant Managements/Budgets	Mid-Career	Gloria Shontz, CPA	Alpine II
UGG-CFR Â§200.301 Performance Measurement holds us accountable. Yet folks still struggle to find an organized approach to manage performance. Come join us as we layout a roadmap to help get you there.				
Brain Hacking for Fun and Nonprofits: Using Behavioral Science to Build Stronger Project Teams (Part 2)	Consulting	Early-Career	Ben Mahoney	Vevey 1 & 2
Learn how the BCBSLA Foundation uses coaching based on Gallup's Builder Profile to coach grantees and project teams to higher levels of success.				
Grants and the Capital Campaign	Other: Many of the tracks combined	Mid-Career	Cheryl Kester, CFRE	Vevey 3 & 4
Is your organization facing a capital or comprehensive campaign? Come discuss how grants can and should fit into the planning and execution as well as how to head off unrealistic expectations.				
Developing a National Grant System: Lessons Learned and Opportunities for Growth	Proposal Development/Communication Strategies	Master Level	Nathan Medina, MPS, GPC	St. Gallen 1 & 2
This session will discuss strategies for being effective when expanding a grant office throughout multiple sites. This will include lessons learned and challenges to be aware of.				
Are you on Board? Let's talk about Good Governance!	Other: Professionalism	Mid-Career	Kristen Krey	St. Gallen 3
Do you serve on a board, manage a board, or present and communicate with boards and board members? We will discuss techniques for communications, public relations, engagement and political advocacy.				
Demonstrating The Impact of Your Project or Program: Did They Really Do Better As A Result?	Evaluation/Collaboration	Mid-Career	Michael Lesiecki	Montreux 1 & 2
One of the biggest challenges we have with a new program or project is conveying the impact. Did students or people change their behavior? Did anything we did make a difference? We all face this.				
Escape the Labyrinth with Mindful Mentoring	Personal Growth	All Levels	Jodi Samuels Ryan Lucas	Montreux 3
For a new grant professional, the labyrinth of the grants world can be frightening. Matching up with a mindful mentor can save you! Learn to escape the scary parts and find confidence with mentoring.				
Transforming Grants Management Systems through User-Centric Design - Discussion Den	Federal Grants	Mid-Career	Jason McGill	Zermatt/Gstaad
User-centric design begins and ends with a keen understanding of the users. Help identify Grantee pain points in the current grants processes and assist in developing solutions that work for you.				
DEMO DEN - Foundant/Grant Hub	Other:	All Levels	Tammy Tilzey	Grindelwald

GPA Session Schedule with Descriptions

Come learn more about what Foundant/GrantHub can do for you!				
1:30 PM - 2:45 PM				
Being Agile in Your Grant Application Process: Utilizing Scrum	Proposal Development/Communication Strategies	Mid-Career	Diane H. Leonard, GPC, CSM, CSPO	Lucerne
Being Agile in Your Grant Application Process: Utilizing Scrum will show how the Scrum framework improves the grant development process for a more competitive application.				
Achieving Grant Professional Certified Status (GPC)	Other: How to achieve certification	Mid-Career	Allison Boyd, GPC Bonnie Houk, GPC	Alpine I
Curious about how to achieve your certification? Attendees will learn about the application process, tips on how to prepare for the exam, what to expect during the exam, and much much more!				
How to Start a Successful Training Company: 7 Tips from a Recovering Introvert	Consulting	Mid-Career	Lucy M. Morgan, CPA, MBA, GPA Approv	Alpine II
If your dream is to build your own consulting or training business, join Lucy as she shares seven real-life tips she used to start and grow her own successful niche training company.				
Advanced Evaluation Strategies (Part 1)	Evaluation/Collaboration	Mid-Career	Matthew Feldmann, Ph.D. Nancy B. Mueller MPH Asma Ali	Vevey 1 & 2
The session will provide program developers with a deeper understanding for advanced evaluation concepts to assist with program development and future grant writing in coordination with an evaluator.				
Inside the Grantmaker's Black Box: What Really Happens AFTER You Push SUBMIT!	Other: Understanding the grants ecosystem	Early-Career	Maryn Boess	Vevey 3 & 4
Join veteran grants officer Maryn Boess for a unique journey into one grantmaker's funding process - and find out what really happens inside the Grantmaker's Black Box - after you push SUBMIT!				
What's in Your "We Rock File"? How Grants and Marketing can make your entity shine!	Proposal Development/Communication Strategies	Master Level	Stacy Ruble	St. Gallen 1 & 2
If only you had catchy figures and accomplishments to describe your entity! This is why you need a "We Rock File" created by Marketing and Development. Learn how to collaborate to develop and use one.				
Diving Into Grants! Navigating School District Waters!	Prospect Research/Donor Relations	Mid-Career	Olivia Smith Daugherty, GPC Stacey A. Smith, GPC Gayla Rawlinson Maynard, GPC	St. Gallen 3
A panelists of grant specialists representing educational systems will share processes/tools they put in place so campus staff can acquire funding to support innovative initiatives.				
Washington: Swimming through the Federal Grants Swamp	Federal Grants	Mid-Career	Erica Preston	Montreux 1 & 2
Confused over the President's Budget and Management Plan align to appropriations? Need to know more about the GREAT Act? Join Erica Preston for a recap on changes affecting Federal grants in 2018.				
After the Grant: Corporate and Foundation Stewardship Demystified	Prospect Research/Donor Relations	Mid-Career	Larisa Pazmino	Montreux 3
So you got the grant... now what? This session will explore how to keep corporate and foundation donors happy, informed, and in touch. Stewardship can lead to further funding and long-term partnerships.				
GPA's Mentor Match - Discussion Den	Other: Professional Development	All Levels	GPA Mentoring Task Force Members	Zermatt/Gstaad
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. Bring your own device so you can access Mentor Match and get your questions answered				
Demo Den - Blackbaud	Other	All Levels	Blackbaud Staff	Grindelwald
Come learn more about what Blackbaud can do for you!				
3:45 PM - 5:00 PM				
IGNITE the Grant Profession - 8 Topics from 8 Successful Grant Pros	Other: All - because of the 8 varying topics	Mid-Career	Amanda Day, GPC Johna Rodgers, GPC Ericka Harney, GPC, CFRE, CAE, CVA Sylvia Redic, GPC Kimberly Hays de Muga, GPC Jo Miller, GPC Clay Myers Bowman David Broussard, GPC	Lucerne
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!				
Take Your Writing to the Next Level: Become a GPA Author!	Other: Professional Development	Mid-Career	Barbara Roberts, MA David Lindeman, CFRE, GPC Allison Sribarra	Alpine I
Writing in professional publications expands our own writing "horizons" and advances our field. Learn about GPA's publications and from past authors on their journeys to becoming published!				

GPA Session Schedule with Descriptions

Smarter tools, for smarter prospecting	Prospect Research/Donor Relations	Early-Career	David Holmes Dorothy Ho	Alpine II
Discover how you can reach your fundraising goals faster. We will share our top insights, to help you find better matched funders more efficiently. Hint: It starts with knowing the power of FDO.				
Advanced Evaluation Strategies (Part 2)	Evaluation/Collaboration	Mid-Career	Matthew Feldmann, Ph.D. Nancy B. Mueller MPH Asma Ali	Vevey 1 & 2
The session will provide program developers with a deeper understanding for advanced evaluation concepts to assist with program development and future grant writing in coordination with an evaluator.				
Pet Peeves of Funders	Proposal Development/Communication Strategies	Mid-Career	Lydia S. Howie, MS, GPC	Vevey 3 & 4
Survey results on what funders recommend you NEVER do, and key lessons to learn. Gain unique insight into proper funder-awardee protocol that will improve your grant success and retention rates.				
What kind of project manager are you?	Other: Project Management	Master Level	Rachel Werner, GPC	St. Gallen 1 & 2
We will identify challenges and offer a new way of looking at project management based on variations and similarities in our work; and then identify and share solutions to become more efficient.				
Throw Out the Crystal Ball and Manage Your Grants Portfolio Like a Boss	Prospect Research/Donor Relations	Early-Career	Kerri Kilbane, CFRE	St. Gallen 3
Develop practical tools to improve portfolio management including budgeting, reporting, opportunity assessment, pipeline tracking, and how to inform and engage staff and board to grow grants revenue.				
Culture – A Driver of Organizational Performance and Engagement	Evaluation/Collaboration	Mid-Career	Lahaja Furaha	Montreux 1 & 2
Culture is a performance driver at grant organizations. Culture reinforces strategic direction by aligning the “what” with the “how” and the “why”. The right people need to get together to identify and resolve misalignment when it exists.				
Snarks, Sharks and Drama Queens: How to Navigate People-Generated Obstacles to Grant Success	Personal Growth	Early-Career	Bruce Ripley	Montreux 3
Do snarks, sharks, and drama queens make your work harder than it has to be? This session will provide grant professionals with tools for dealing with difficult people on the job.				
Human Library	Personal Growth	All Levels	TBD	Zermatt/Gstaad
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Saturday, November 10				
Session Title	Skill Track	Level	Presenter	Room
9:00 AM - 10:15 AM				
Getting the Most from Indirect Costs	Federal Grants	Mid-Career	Karen Norris	Lucerne
Applying for indirect costs was never simple. There are new requirements and options. Charging indirect incorrectly can trigger audit findings. Here's a playbook to navigate the world of indirect costs.				
Grants from Reviewers Point of View & How to Connect Proposals to Obtain Higher Scores	Proposal Development/Communication Strategies	Early-Career	Gary Lee Frye, EdD, GPC.	Alpine I
Want to know what goes on behind the curtain and how to leverage proposals to get higher scores? Learn these secrets from person with over 150 reviews and over \$60M grants and get a free Grant e-Book!				
Collaborative Grant Process: Give, Take, Detour, WIN! (Part 1)	Evaluation/Collaboration	Mid-Career	Cyndi MacKenzie, GPC	Alpine II
From RFP to award: See how NH Boys & Girls Clubs went from program concept, grant announcement, decision making, dealing with staff changes, and submission for a successful state grant application.				
Answering the Annoying Sustainability Question	Proposal Development/Communication Strategies	Mid-Career	Ellen Gugel, GPC Laura Katz Leacu	Vevey 1 & 2
We have all had to answer the "sustainability question" one way or another. This practical session will offer grant maker insights, new ways to look at the question, and strategies for answering it.				
Increasing Board Engagement: Is That My Job, Too?!	Other: Board Development and Engagement	Early-Career	Jan Heidrich-Rice, GPC	Vevey 3 & 4
In today's fundraising environment, how do you build a diversified portfolio that includes grant funds and more? Enter your nonprofit board. How can you best engage them to increase your bottom line?				
Strategic Planning - When "Ideal" Isn't an Option	Other: Leadership	Master Level	Stacy Fitzsimmons	St. Gallen 1 & 2
This is for those that need a strategic plan...now! We will cover the "how to" for the plan, data, board approval, and progress - and how to facilitate the process. Be ready to learn and work.				

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Where did I put it and when was it last updated? A tracking methodology for busy grant professionals	Proposal Development/Communication Strategies	Mid-Career	Julie Assel, GPC Tammy Tilzey	St. Gallen 3
This session will provide grant professionals with specific strategies and technology options for tracking and accessing grant program content and application components in a central location.				
Secrets of Consultancy: Thoughtful Conversations with Four Consultants Who Make It Work	Consulting	Mid-Career	M. Linda Wastyn, Ph.D. Kim Joyce, GPC Kerri Laubenthal Mollard Andrea Marmo Crawford	Montreux 1 & 2
Have you thought about getting started in consulting but not known where to start? Do you have questions about managing or growing your company? Get answers from four who have been there.				
Non-Profit Shouldn't Mean No Money: Diversified Funding Strategies for Increasing Revenue	Prospect Research/Donor Relations	Mid-Career	Becky Jascoviak, MBA Peter Wilson, MBA	Montreux 3
What services does your non-profit provide that could become an additional revenue stream? How do they affect your grant strategy? A look at how four social enterprises create a diverse funding plan.				
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Open Room for Networking				Grindelwald
10:30 AM - 11:45 AM				
Who Knew Stephen King Was a Grant Writing Tipster?	Proposal Development/Communication Strategies	Mid-Career	Amanda Day, GPC	Lucerne
Stephen King's memoir and writing guide, <i>On Writing</i> , may be meant for novelists, but his pointers ring true for grant professionals as well. Learn grammar, editing, and other tips from the master.				
The Intersection of Advocacy and Grants -- Raising the Dough	Other: Advocacy	Mid-Career	Karen Cassidy, GPC	Alpine I
With the call for the elimination of long-standing programs it may feel like it is time to duck and cover. Don't you dare! Instead be a loud and proud advocate.				
Collaborative Grant Process: Give, Take, Detour, WIN! (Part 2)	Evaluation/Collaboration	Mid-Career	Cyndi MacKenzie, GPC	Alpine II
From RFP to award: See how NH Boys & Girls Clubs went from program concept, grant announcement, decision making, dealing with staff changes, and submission for a successful state grant application.				
How To Find Your Perfect Match: Applying the Rules of Dating to Grant Development	Proposal Development/Communication Strategies	Early-Career	Jodi Pearl, GPC Lisa Yalkut, GPC	Vevey 1 & 2
This workshop applies scenarios from the world of dating to demonstrate best practice techniques for developing and submitting grant proposals that lead to happy endings.				
Vision Boards - A Creative Inspiration for Your Future	Personal Growth	Early-Career	Ericka Harney, GPC, CFRE, CAE, CVA	Vevey 3 & 4
Leave your grant application behind for a moment and break out the creativity. Not only learn more about vision board use but get started on your very own (or a few)! Gain a new perspective into you.				
Feeling Alone, Want New Friends - Learn How to Start a GPA Chapter in Your Area	Personal Growth	Early-Career	Elizabeth Schaff Joan Whitman, Ph.D. Carrie Mahlik	St. Gallen 1 & 2
Starting a chapter may seem like a daunting task, but the benefits are worth it. Come learn how WI went from having no chapter to being recently classified as a large chapter in less than two years.				
The OZ Effect: Handling Day to Day Anxiety and Stress as a Grant Professional	Personal Growth	Early-Career	Kimberly Rogers, GPC Lisa Jackson, GPC	St. Gallen 3
This session will explore ways to deal with multiple personality types, maneuver complex schedules, and overcome stress and anxiety relating to project deadlines.				
The Mission-Centered Grant Professional: Connecting with the Power of Your Passion and Purpose	Personal Growth	Mid-Career	Maryn Boess	Montreux 1 & 2
Let's step back from the details of what you do, and have fun exploring why the work is meaningful to you personally, and how to rediscover and stay connected with your own passion and purpose.				
Wearing Multiple Fundraising Hats: Exploding the Myth of the Sequestered Grants Professional	Personal Growth	Early-Career	Molly Throgmorton Andrea V. Ferreira Robyn Gibboney, PhD, GPC Caroline Pollock Billicki Melissa Ralston	Montreux 3
This panel challenges the cliché of the introverted, reclusive grants professional and counters it with a presentation of grants professionals who are also enthusiastic fundraisers and team players.				
Human Library	Personal Growth	All Levels	TBD	Zermatt/Gstaad
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.				

GPA Session Schedule with Descriptions

Open Room for Networking			Grindelwald
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